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THE MAGAZINE FOR GROWING COMPANIES

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## SPECIAL ISSUE: THE INC. 500

# AMERICA'S FASTEST-GROWING PRIVATE COMPANIES


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## THE 1985 INC. 500: AMERICA'S FASTEST-GROWING PRIVATE COMPANIES

Five years ago, the companies on this year's INC. 500 were small and struggling, most of them having been founded only a year or two earlier. Today, they are older, maybe wiser—and a lot bigger. They are, in fact, the fastest-growing companies in America.

Who are they? About all they have in common is that they fit no stereotype. They are in high tech, low tech, and no tech; they are manufacturers, retailers, and service providers. They are all over the map, in 43 states and the District of Columbia. They may well include companies you know of, do business with, or compete against.

Each one, moreover, has a story, some of which we tell here. The stories are often inspiring, sometimes cautionary, and always compelling—especially for those with growing companies of their own.


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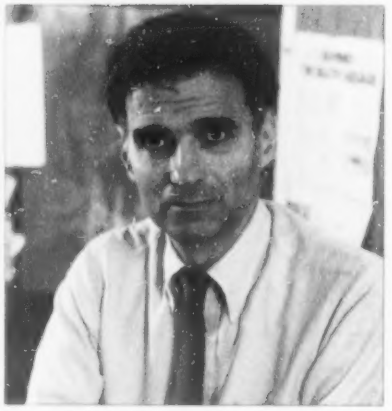

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# THE 1985 INC. 500: AMERICA'S FASTEST-GROWING PRIVATE COMPANIES

Behind the headlines—the news of last month's gross national product, the endless debates about industrial policy and protective tariffs, the stories of the latest hostile takeover—is a world of economic growth that is almost invisible. The businesspeople who inhabit this world don't make the papers, and they don't make waves on Wall Street. Their companies are mostly young, and are still privately held. It isn't exactly a world of small business—not as the term is usually understood—but it isn't big business, either. Nor is it simply a world of high technology. About all the companies have in common is that they are growing so fast they won't be invisible for long. They are tomorrow's news.

Every year, INC. ranks the standouts of this world: the 500 fastest-growing private companies in America. If you think you must already know these companies, glance through the list. Maybe you recognize Herbalife International, the direct-sales company that is the list's top gainer, if only because of its notoriety (see "Unbridled Growth," page 100). And maybe you know another name or two. But the chances are good that you haven't heard of, say, SpeeDee Oil Change & Tune-Up (#84), founded in 1980 by Gary Copp in Kenner, La. SpeeDee, which advertises that it will change your oil in 9 minutes and tune your car's

engine in 30, went from about $110,000 in sales five years ago to nearly $2.5 million last year, and increased its work force almost 10 times. That's growth. But outside of Kenner, it made no headlines.

As a group, the companies on the INC. 500 challenge the stereotypes about the origins of our economic growth. Look, for example, at the number of computer-related businesses on the list. The recent shakeout in the industry doesn't show up on a list that tracks five-year growth, and in fact, some 105 companies (21% of the total) are manufacturers or distributors of computer hardware, software, or systems. But that leaves nearly 400 companies that have little or nothing to do with computers; indeed, most of these 400 aren't high-technology enterprises of any sort. CTEC Inc. (#476) is a manufacturer of ski chair lifts. International Medical Centers Inc. (#40) is a health-maintenance organization. Hinkle Metals & Supply Co. (#483) is a distributor of roofing and sheet metal. There are, on the list, 11 publishers, 17 consulting firms, 27 contractors and builders, and an operator of hair and tanning salons.

Service industries are supposed to be the fastest-growing sector of the U.S. economy, and the list supports this belief—up to a point. More than 40% of the companies on this year's INC. 500 perform some kind of service, ranging from American Trans Air Inc. (#7), a 12-year-old airline based in Indianapolis, to Phoenix Advertising, Design, & Promotion Inc. (#500), which, despite its name, makes its home in Elm Grove, Wis. Another 25% of the companies, however, are in wholesale or retail distribution, and 26% are engaged in what is supposed to be yesterday's business: manufacturing. INC. 500 companies—and these are companies, remember, that have grown at a minimum of 464% over five years—manufacture floor-cleaning equipment, carbon paper, computer keyboards, hearing aids, waterbeds, fiberglass moldings, and magnetometers. Fayette Manufacturing Corp. (#5) makes windmills and other wind-energy equipment. Weathervane Window Co. (#201) makes wooden windows.

INC. 500 companies reside in 43 states and the District of Columbia. There are, as might be expected, plenty of companies from New England (33), from New York, New Jersey, and Pennsylvania (65), and from Texas (35). And yes, California is far and away the single-state leader, with 101 representatives. But consider the distribution of the remaining 266 companies. Seventy-four of them make their home in a pure Rustbelt region that includes Ohio, Michigan, Illinois, Indiana, and Wisconsin. Eighty-seven are in the southeastern coastal states, Virginia through Florida. The rest are pretty well scattered. Delaware, Kentucky, Louisiana, Nebraska, New Mexico, South Dakota, Utah, Vermont, and Wyoming registered one company each, and the only states that didn't make the list were Maine, Mississippi, Montana, Nevada, North Dakota, Oklahoma, and West Virginia. Alaska and Hawaii counted 3 companies apiece.

The most important measure of economic growth may be the creation of jobs. This is an area in which the U.S. economy, despite its sometimes sluggish performance, has outshone the rest of the world in recent years. American employers created some 24 million jobs from 1974 to 1984, outstripping not only Western European countries (which were actually losing jobs), but also Japan (which was generating them much more slowly).

Many of these jobs came from the growth of small, private companies like those on the INC. 500. Five years ago, the companies on this year's list employed a total of roughly 12,600 people. In 1984, they employed nearly 63,600, an overall increase of more than fivefold. The average company in this period added 100 new workers. To be sure, not all the jobs were new positions. Employment leader Pedus International Inc., for example (Pedus was last year's #1 company and ranks #101 this year), added 5,600 employees over five years, thanks in part to its five acquisitions. National Health Care Affiliates Inc. (#23) added 1,517 new employees, partly through its 14 acquisitions. But Hall Financial Group (#208) increased its work force from 835 to 2,150 with only a single acquisition (which accounted for only 19 workers), and Solectron Corp. (#144), an electronics manufacturer, went from 150 employees to more than 2,000 with no acquisitions at all. Overall, four out of five companies on the list grew without acquiring any other company.

Job creation and productivity are often opposite sides of the same coin. Capital equipment that allows a company to maintain output while cutting its work force may lead to a loss of jobs even while it boosts productivity. Critics charge, moreover, that America's job-generation record has merely reflected the replacement of high-productivity, high-wage jobs by low-productivity, low-wage jobs.

Where the 500 are concerned, however, the startling growth in employment has been accompanied by an equally dramatic increase in labor productivity. Average sales per employee rose from $78,825 in 1980 to $185,850 in 1984, a gain of significantly more than 100%. Median sales per employee—the point on the list at which half the companies had more, half had less—were about $106,000 in 1984 as compared with about $47,000 in 1980, also a better-than-double jump. The productivity leader for 1984 is Corinthian Communications Inc. (#432), a media buyer for advertisers and ad agencies, with $78 million in sales for its 18 employees. The 10 other companies with labor productivity of more than a million dollars run the gamut from All American Hero Inc. (#15), a fast-food franchisor, to David Langer & Co. (#195), a wholesale distributor of semiconductors. At the low end, with sales per employee of less than $10,000 (and thus, one suspects, a lot of part-time employees), are Pedus International, which provides commercial cleaning and security services, and Booth Organization Inc. (#338), another building-maintenance company.

For all that the INC. 500 may tell us about growth, it's also a list that can be interesting on its own terms—particularly to the entrepreneur or chief executive officer who would like someday to see his or her company on the list. Want to compare your company's characteristics with those

## THE INC. 500 AT A GLANCE

| | | | |
|---|---|---|---|
| **NO. OF COMPANIES BY INDUSTRY** | | | |
| Service | 216 | | |
| Manufacturing | 132 | | |
| Retail | 61 | | |
| Distribution | 60 | | |
| Construction | 31 | | |
| **TOTAL SALES IN 1984 ($MIL.)** | $7,376.5 | | |
| **TOTAL SALES IN 1980 ($MIL.)** | $521.3 | | |
| Percent Change (1980–84) | 1,315% | | |
| **AVG. SALES IN 1984 ($MIL.)** | $14.8 | | |
| **AVG. SALES IN 1980 ($MIL.)** | $1.0 | | |
| **AVG. SALES PER EMPLOYEE, 1984** | $185,850 | | |
| **AVG. SALES PER EMPLOYEE, 1980** | $78,825 | | |
| Percent Change (1980–84) | 136% | | |
| **NO. OPERATING AT A PROFIT*** | | | |
| 16% or more | 45 | 1%–5% | 250 |
| 11%–15% | 37 | Breakeven | 14 |
| 6%–10% | 124 | Loss | 30 |
| *Over the past five years, 159 have seen earnings grow, 124 have seen their earnings drop, and 207 have stayed the same. | | | |
| **TOTAL NO. OF EMPLOYEES** | | | |
| 1984 | 63,580 | | |
| 1980 | 12,593 | | |
| Percent increase | 405% | | |
| **AVERAGE NO. OF EMPLOYEES** | | | |
| 1984 | 127 | | |
| 1980 | 25 | | |
| **YEAR FOUNDED** | | | |
| Before 1960 | 11 | 1975 | 23 |
| 1960–70 | 28 | 1976 | 48 |
| 1971 | 10 | 1977 | 67 |
| 1972 | 12 | 1978 | 75 |
| 1973 | 14 | 1979 | 117 |
| 1974 | 12 | 1980 | 83 |
| **FOUNDER IS CEO** | 437 | | |
| **CEO EQUITY** | | | |
| 100% | 156 | 25%–49.9% | 85 |
| 90%–99.9% | 26 | 1%–24.9% | 47 |
| 51%–89.9% | 109 | 0% | 14 |
| 50% | 59 | NA | 4 |
| **NO. ACQUIRING OTHER COMPANIES (1980–84)** | 103 | | |

of this year's winners? Here are some of the key variables.

**Sales:** To be eligible for inclusion, companies on the list must have recorded at least $100,000 and no more than $25 million in sales in 1980, the base year for the listing. And they obviously have to have grown fast since then. Given those constraints, the size of the companies on the list spans a wide range. The sales leader, Le Beacon Pressé (#35), did two thirds of a billion dollars in business last year, up from $158 million in 1983 and $15.7 million in 1980. Another five companies—which, interestingly, have nothing else in common—did more than $100 million each, putting them firmly in the ranks of America's medium-size businesses. At the other end of the spectrum, 16 companies registered less than $1 million in sales. The smallest of all, Alarmtronics Security Systems Inc. (#449), a 13-employee company founded in 1979, with sales of $622,000. Overall, the median size of an INC. 500 company in 1984 was about $6.2 million in sales.

**Employment:** Ranked by number of employees, the INC. 500 range all the way from Pedus International, with 7,000 workers, down through Lawrenceville Press (#294), Help-U-Sell (#340), and Underwriters Financial of Florida (#480), each with 3 employees, and finally to tiny Central Petroleum Transport (#445), a common carrier trucker that managed to do nearly $1 million in business last year with only 2 full-time employees. How does Central Petroleum do it? CEO Larry Crabb and his associate Milton Abraham contract out anything they can't handle themselves, including the office work and dispatching. "We're totally owner-operated to prevent strikes," says Crabb with a smile. "There haven't been any strikes so far, so I guess it works."

The median company on this year's list had 57 employees.

**Age of company:** Since a place on the INC. 500 requires a five-year sales history, no company on the list could have been founded more recently than 1980. Given that limitation, most are relatively young. 83 were founded in 1980, and the median founding date is 1978. But a surprising number aren't such spring chickens. 34 companies were founded before 1970, and 11 of these date back to before 1960. The oldest company on the list, like last year, is N. Chasen & Son Inc. (#435; see page 69). Four others have been in business since the 1940s. R. L. Drake Co. (#380) goes back to 1942, it began building military equipment, then after the war it got into amateur radio and marine communications, now it manufactures satellite communications equipment. Executone Telecommunications Inc. (Pa.), rated #258, was just Executone of Reading Inc. when it was founded in 1945. Starting out by servicing hospital and business intercoms, it now sells and services telephone, hospital, and paging equipment. Paulsel Lumber Co. (#174), which also started business in 1945, and TravelCenter Inc. (#369), which was founded a year later, have only recently embarked on a fast-growth trajectory. Why did they wait so long? For Paulsel, the turning point was when the company focused all of its attention on its wholesale operation; for Travel Center, it was a series of maneuvers allowing the agency to take full advantage of airline deregulation.

**Role of the CEO:** All but 63 of the companies on this year's list were founded by their current CEOs. He or she—there are 23 women CEOs on the list—holds 100% of the equity in 156 of the companies and more than 50% in 135 others. Surprisingly, though, there are 14 companies in which the head man or woman holds no equity at all. The reasons vary, but in many cases it's because the CEO is relatively new to the company, and the founder hasn't yet ceded any stock. In other instances, the founder has remained as CEO but has passed on the stock to other family members.

If you want to be the head of an INC. 500 company, it may help to have a famous name, even one that's spelled differently from your namesake's. The head of Argosy Electronics Inc. (#401) is named Ronald Regan. The CEO of Local Data Inc. (#442) is named Robert E. Lee.

**Profitability:** INC. doesn't request exact profitability figures from companies on the list. We do, however, ask for categories of profitability (1%–5%, 6%–10%, and so on). Despite the companies' fast growth, there is money being made. Forty-five companies on the list—close to 10% of the total—registered aftertax income of 16% or more of sales for 1984. (More than half of these companies reported profits in the same category for 1980.) Thirty-seven companies fell into the 11%–15% category, and 124 earned from 6% to 10% of sales. Far and away the biggest single category was profits from 1% to 5% of sales, while 43 companies reported break-even or losing operations. Ninety-four of the 110 companies that reported losses in 1980 were profitable in 1984; only 14 went in the other direction.

**Growth:** The typical INC. 500 company on this year's list registered a 900% growth rate in sales over the five-year period, or a compound annual growth rate of 78%. The leader, Herbalife International, went from $386,000 in 1980 sales to an astonishing $423 million in 1984, growing by a factor of more than a thousand. Nine other companies multiplied their sales more than a hundredfold. Even to make the list, a company had to rack up a 464% five-year growth rate, or 54% a year compounded. To put these numbers in perspective: If you doubled your company's sales every year, you would register a 1,500% growth rate over five years. One hundred twenty-four companies on the list did better than that.

How long can a company continue to grow at such a rate? To judge from past years, a fair number of companies will somehow maintain that pace and turn up on next year's listing (see "Sonic Air's Boom Goes Bust," page 110). A few will stay on the list for three or even four years. Others will sell out, go public, or go broke. Most, whether they are eligible for future 500 lists or not, will keep on growing.

The only thing they can't expect to do is keep on growing and remain invisible.

*—John Case*

## TOP 10 PERFORMERS: TOTAL SALES

| Rank | Company (INC. 500 rank) | 1984 sales ($000) |
|---|---|---|
| 1. | Le Beacon Pressé (35) | $666,666 |
| 2. | Herbalife International (1) | 423,093 |
| 3. | International Medical Centers (40) | 235,000 |
| 4. | Softsel International (4) | 165,802 |
| 5. | American Trans Air (7) | 139,456 |
| 6. | TravelCenter (369) | 115,294 |
| 7. | Microsoft (163) | 97,478 |
| 8. | Sharper Image (400) | 85,598 |
| 9. | ABC Supply (2) | 82,269 |
| 10. | Drug Emporium (320) | 79,658 |

## TOP 10 PERFORMERS: SALES PER EMPLOYEE

| Rank | Company (No. of employees) | Sales per employee |
|---|---|---|
| 1. | Corinthian Communications (18) | $4,333,333 |
| 2. | Ugly Duckling Rent A Car (24) | 2,066,667 |
| 3. | Le Beacon Pressé (398) | 1,675,040 |
| 4. | First National Capital (12) | 1,455,917 |
| 5. | World Leasing (13) | 1,413,308 |
| 6. | All American Hero (8) | 1,372,125 |
| 7. | Bennett Funding Group (27) | 1,244,778 |
| 8. | Amplicon (28) | 1,244,286 |
| 9. | David Langer (7) | 1,157,571 |
| 10. | Herbalife International (400) | 1,057,733 |

## TOP 10 PERFORMERS EMPLOYMENT GROWTH

| Rank | Company (No. of employees) | New employees 1980–84 | Percent growth |
|---|---|---|---|
| 1. | ABC Supply (228) | 227 | 22,700% |
| 2. | Softsel International (400) | 398 | 19,900 |
| 3. | Institutional Finan. Svcs. (609) | 601 | 7,513 |
| 4. | Coal Products (135) | 133 | 6,650 |
| 5. | Micro Electronics (119) | 117 | 5,850 |
| 6. | Teleconnect (640) | 628 | 5,233 |
| 7. | Fayette Manufacturing (160) | 157 | 5,233 |
| 8. | First Software (253) | 248 | 4,960 |
| 9. | Advanced Input Devices (702) | 687 | 4,580 |
| 10. | General Microcomputer (275) | 268 | 3,829 |

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ABC Supply (2)
ABD (217)
ACOM (91)
Academic Guidance Services (214)
Accountem Management (75)
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Advanced Information Mgmt. (182)
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# THE INC. 500

| Company (1984 rank) Business description | Sales growth 1980-84 Percent increase | '84 sales ($000) | '80 sales ($000) | Profit range* '84 | Profit range* '80 | No. of employees '84 | No. of employees '80 | Acquisitions '80-'84 | Date founded |
|---|---|---|---|---|---|---|---|---|---|
| **1. Herbalife International** Los Angeles, CA<br>Health & nutrition prods. | 109,510 % | $423,093 | $386 | C | D | 400 | 20 | 0 | 1980 |
| **2. ABC Supply** (3) Beloit, WI<br>Distr. building supplies | 76,075 | 82,269 | 108 | D | D | 228 | 1 | 8 | 1979 |
| **3. First Software** Lawrence, MA<br>Distr. software | 52,996 | 58,406 | 110 | D | F | 253 | 5 | 1 | 1980 |
| **4. Softsel International** Inglewood, CA<br>Distr. software | 50,296 | 165,802 | 329 | D | F | 400 | 2 | 0 | 1980 |
| **5. Fayette Manufacturing** Tracy, CA<br>Wind energy development | 41,866 | 63,789 | 152 | C | F | 160 | 3 | 0 | 1977 |
| **6. SCA** Redmond, WA<br>Suntanning equip. & supplies | 28,871 | 35,055 | 121 | A | F | 120 | 10 | 0 | 1980 |
| **7. American Trans Air** Indianapolis, IN<br>Airline | 20,871 | 139,456 | 665 | D | D | 729 | 84 | 1 | 1973 |
| **8. Video Products Distributors** (40) Sacramento, CA<br>Distr. videotapes | 19,815 | 56,758 | 285 | D | D | 80 | 3 | 0 | 1980 |
| **9. Central Massachusetts Health Care** Worcester, MA<br>HMO | 13,102 | 16,634 | 126 | E | F | 46 | 4 | 0 | 1979 |
| **10. North American Roofing** Carmel, IN<br>Roofing contractor | 10,880 | 11,200 | 102 | D | D | 200 | 12 | 0 | 1980 |
| **11. Dow Industries** (33) Laguna Hills, CA<br>Electromagnetic engineering | 9,615 | 21,956 | 226 | D | E | 68 | 3 | 0 | 1972 |
| **12. Broderbund Software** San Rafael, CA<br>Software publisher | 9,290 | 10,141 | 108 | D | C | 72 | 4 | 1 | 1980 |
| **13. Advanced Input Devices** Coeur d'Alene, ID<br>Mfr. keyboards & keypanels | 9,059 | 26,377 | 288 | F | F | 702 | 15 | 1 | 1979 |
| **14. Gateway Computer Systems** Huntington Beach, CA<br>Computer systems svcs. | 8,948 | 38,724 | 428 | D | F | 258 | 13 | 0 | 1979 |
| **15. All American Hero** Ft. Lauderdale, FL<br>Fast-food franchisor | 8,682 | 10,977 | 125 | A | E | 8 | 3 | 0 | 1980 |
| **16. Micro Electronics** Columbus, OH<br>Computer department store | 8,363 | 21,157 | 250 | C | A | 119 | 2 | 0 | 1980 |
| **17. Xscribe** La Jolla, CA<br>Computer transcription systs. | 7,192 | 19,760 | 271 | D | B | 289 | 12 | 0 | 1978 |
| **18. Action Equipment** Londonderry, NH<br>Retailer: leasor construction equip. | 7,013 | 7,398 | 104 | D | F | 68 | 3 | 0 | 1980 |
| **19. Bennett Funding Group** Syracuse, NY<br>Equipment leasing | 6,902 | 33,609 | 480 | D | D | 27 | 5 | 1 | 1977 |
| **20. General Microcomputer** (8) South Bend, IN<br>Computer sales | 6,867 | 48,561 | 697 | D | F | 275 | 7 | 3 | 1978 |
| **21. CommTek** (23) Boise, ID<br>Publisher | 6,723 | 11,122 | 163 | D | F | 103 | 3 | 0 | 1977 |
| **22. Proto Systems of Atlanta** Alpharetta, GA<br>Mfr. printed circuit boards | 6,146 | 13,803 | 221 | A | E | 183 | 19 | 1 | 1979 |
| **23. National Health Care Affiliates** (14) Buffalo, NY<br>Nursing home mgmt. | 6,026 | 32,899 | 537 | D | D | 1,565 | 48 | 14 | 1977 |
| **24. Snappy Car Rental** (27) Beachwood, OH<br>Car rental | 5,722 | 54,090 | 929 | D | D | 725 | 60 | 0 | 1973 |
| **25. Island Water Sports** Deerfield Beach, FL<br>Retail water sports equip. | 5,519 | 6,068 | 108 | A | A | 24 | 2 | 0 | 1979 |

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| Company (1984 rank) Business description | Sales growth 1980-84 Percent increase | '84 sales ($000) | '80 sales ($000) | Profit range* '84 | '80 | No. of employees '84 | '80 | Acquisitions '80-'84 | Date founded |
|---|---|---|---|---|---|---|---|---|---|
| **26.** TRC Temporary Services Atlanta, GA<br>Temporary-help svc. | 5,406 % | $14,755 | $268 | D | F | 71 | 9 | 1 | 1980 |
| **27.** Data 3 Systems Santa Rosa, CA<br>Computer software | 5,393 | 6,207 | 113 | A | E | 39 | 4 | 0 | 1980 |
| **28.** Teleconnect Cedar Rapids, IA<br>Telecommunications | 5,156 | 45,463 | 865 | C | D | 640 | 12 | 0 | 1979 |
| **29.** American Calculator & Computer Birmingham, AL<br>Computer retailer | 5,018 | 8,035 | 157 | D | F | 48 | 3 | 0 | 1980 |
| **30.** Richard Young Office Products Ft. Lauderdale, FL<br>Distr. computer accessories | 4,874 | 6,914 | 139 | D | F | 12 | 4 | 0 | 1979 |
| **31.** Southern Electrical Distributors West Covina, CA<br>Distr. electrical supplies | 4,820 | 10,185 | 207 | D | D | 40 | 4 | 2 | 1980 |
| **32.** Hiatt Agency (77) Miamisburg, OH<br>Insurance programs | 4,550 | 5,626 | 121 | D | F | 55 | 6 | 0 | 1968 |
| **33.** El Camino Resources Sherman Oaks, CA<br>Retail lease computers | 4,215 | 27,055 | 627 | C | C | 26 | 4 | 0 | 1979 |
| **34.** Computer Technology Associates Englewood, CO<br>Computer systs. engineering | 4,148 | 12,318 | 290 | D | D | 191 | 5 | 0 | 1979 |
| **35.** Le Beacon Presse (212) Seattle, WA<br>Publish reference books | 4,146 | 666,666 | 15,700 | A | A | 398 | 147 | 18 | 1975 |
| **36.** United Personal Computer (21) Wallingford, CT<br>Retail computers | 4,013 | 38,129 | 927 | D | D | 150 | 8 | 1 | 1977 |
| **37.** Allenbach Industries (90) Carlsbad, CA<br>Computer software duplication | 3,984 | 4,329 | 106 | F | F | 63 | 4 | 0 | 1978 |
| **38.** Creative Management Systems (85) McLean, VA<br>Telecommunications software | 3,959 | 11,285 | 278 | A | A | 66 | 7 | 0 | 1976 |
| **39.** Shader's China Doll Newark, DE<br>Mfr. porcelain dolls | 3,949 | 4,130 | 102 | C | A | 100 | 5 | 1 | 1979 |
| **40.** International Medical Centers (183) Miami, FL<br>HMO | 3,817 | 235,000 | 6,000 | C | F | 725 | 45 | 0 | 1977 |
| **41.** Coal Products Tacs, Jeff, VA<br>Mfr. mine roof prods. | 3,800 | 11,700 | 300 | C | B | 135 | 2 | 1 | 1976 |
| **42.** First National Capital Birmingham, MI<br>Equipment leasing | 3,793 | 17,831 | 458 | C | D | 2 | 2 | 0 | 1980 |
| **43.** Computer Strategies Grand Rapids, MI<br>Manufacturing software | 3,771 | 4,103 | 106 | C | F | 52 | 3 | 0 | 1980 |
| **44.** Miraflores Designs San Francisco, CA<br>Mfr. hotel amenities | 3,766 | 6,843 | 177 | D | D | 20 | 4 | 0 | 1980 |
| **45.** DPCS Newport Beach, CA<br>Computer programming svcs. | 3,661 | 4,589 | 122 | D | E | 48 | 2 | 0 | 1977 |
| **46.** Masterclean of North Carolina (38) Winston-Salem, NC<br>General contractor | 3,626 | 4,322 | 116 | C | C | 16 | 4 | 0 | 1976 |
| **47.** Turner Brothers Construction Easton, MA<br>General contractor | 3,602 | 6,219 | 168 | D | D | 70 | 21 | 0 | 1979 |
| **48.** Software Corporation of America Herndon, VA<br>Systems software | 3,597 | 4,732 | 128 | B | F | 45 | 3 | 0 | 1980 |
| **49.** Computer Dynamics (81) Virginia Beach, VA<br>Computer engineering svcs. | 3,531 | 5,592 | 154 | C | D | 289 | 12 | 0 | 1979 |
| **50.** S.R.S. Network New York, NY<br>Data processing | 3,443 | 3,543 | 100 | D | A | 53 | 4 | 0 | 1978 |
| **51.** Star Software Systems Torrance, CA<br>Microcomputer software | 3,434 | 3,569 | 101 | F | D | 50 | 3 | 0 | 1980 |
| **52.** Accountants Microsystems Bellevue, WA<br>Supplier microcomputer syst. & software | 3,433 | 9,893 | 280 | F | F | 138 | 8 | 2 | 1980 |
| **53.** R & D Systems Colorado Springs, CO<br>Distr. computers | 3,369 | 9,157 | 264 | D | A | 40 | 3 | 0 | 1979 |
| **54.** Sevenson Construction Niagara Falls, NY<br>Construction & development | 3,354 | 56,924 | 1,648 | D | D | 75 | 4 | 0 | 1977 |
| **55.** Communications Consultants Virginia Beach, VA<br>Advertising | 3,344 | 4,684 | 136 | D | D | 22 | 3 | 0 | 1980 |
| **56.** Vista Technology San Marcos, CA<br>Distr. computer prods. | 3,270 | 11,289 | 335 | D | B | 35 | 2 | 0 | 1979 |
| **57.** Biesemeyer Manufacturing (113) Mesa, AZ<br>Mfr. woodworking equip. | 3,243 | 3,945 | 118 | A | A | 58 | 8 | 0 | 1978 |
| **58.** Unified Mortgage (79) Cupertino, CA<br>Mortgage banking | 3,160 | 29,305 | 899 | C | C | 252 | 35 | 0 | 1972 |
| **59.** F.A. Components Elmhurst, NY<br>Distr. microcomputer peripherals | 3,055 | 18,928 | 600 | D | D | 36 | 2 | 0 | 1980 |
| **60.** ComDesign (114) Goleta, CA<br>Mfr. communications equip. | 2,857 | 8,456 | 286 | F | F | 97 | 20 | 0 | 1977 |

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| Company (1984 rank) Business description | Sales growth 1980-84 Percent increase | '84 sales ($000) | '80 sales ($000) | Profit range* '84 | '80 | No. of employees '84 | '80 | Acquisitions '80-'84 | Date founded |
|---|---|---|---|---|---|---|---|---|---|
| **61.** **Varitel Video** San Francisco, CA<br>Video services | 2,776 % | $2,962 | $103 | B | C | 40 | 2 | 0 | 1979 |
| **62.** **Crosby Vandenburgh Group** Boston, MA<br>Cable TV guides | 2,756 | 9,053 | 317 | D | F | 60 | 10 | 0 | 1980 |
| **63.** **K.O. Swanson** Milpitas, CA<br>Construction svcs. | 2,746 | 20,547 | 722 | D | D | 76 | 4 | 0 | 1980 |
| **64.** **SIR** Skokie, IL<br>Database mgmt. | 2,728 | 4,100 | 145 | C | F | 40 | 8 | 0 | 1976 |
| **65.** **Captive-Aire Systems** Raleigh, NC<br>Mfr. ventilation equip. | 2,682 | 4,117 | 148 | D | C | 60 | 5 | 0 | 1979 |
| **66.** **Computer Town** Salem, NH<br>Retail computers | 2,625 | 17,438 | 640 | D | C | 50 | 4 | 0 | 1977 |
| **67.** **Birch Research** Coral Springs, FL<br>Media research | 2,621 | 4,000 | 147 | D | A | 60 | 3 | 1 | 1978 |
| **68.** **Support Systems International (SC)** Charleston, SC<br>Mkt. medical therapy | 2,603 | 47,057 | 1,741 | A | C | 791 | 47 | 4 | 1976 |
| **69.** **Gamefield Concept** San Francisco, CA<br>Mfr. & mkt. fitness programs | 2,591 | 6,404 | 238 | A | C | 40 | 2 | 0 | 1979 |
| **70.** **Basic Computer** (82) Akron, OH<br>Computer retail chain | 2,584 | 28,724 | 1,070 | D | C | 170 | 10 | 1 | 1977 |
| **71.** **San Diego Design** Santee, CA<br>Mfr. home entertainment systs. | 2,568 | 5,682 | 213 | D | A | 137 | 6 | 0 | 1980 |
| **72.** **GNP** (150) Pasadena, CA<br>Audio/video computer systs. | 2,486 | 2,715 | 105 | C | D | 12 | 3 | 0 | 1977 |
| **73.** **EC** Oak Ridge, TN<br>Construction mgmt. | 2,479 | 4,049 | 157 | C | F | 169 | 6 | 0 | 1977 |
| **74.** **Leland A. Wolf & Associates** (4) Foster City, CA<br>Employee benefit plan svcs. | 2,465 | 31,086 | 1,212 | D | D | 37 | 9 | 0 | 1979 |
| **75.** **JL Associates** Hampton, VA<br>Management svcs. | 2,449 | 5,838 | 229 | D | F | 309 | 15 | 0 | 1979 |
| **76.** **Matrix Organization** King of Prussia, PA<br>Data processing svcs. | 2,443 | 4,526 | 178 | C | C | 87 | 4 | 0 | 1980 |
| **77.** **Jiffy Lube International** Baltimore, MD<br>Franchisor oil change | 2,417 | 6,016 | 239 | D | F | 56 | 25 | 5 | 1979 |
| **78.** **Commonwealth Equity Services** Newton, MA<br>Securities firm | 2,405 | 2,881 | 115 | D | D | 90 | 7 | 0 | 1979 |
| **79.** **Elkington & Keltner Group** Memphis, TN<br>Development & construction | 2,374 | 22,565 | 912 | D | B | 65 | 15 | 0 | 1976 |
| **80.** **Sparta** Huntsville, AL<br>Government research | 2,301 | 9,460 | 394 | D | C | 144 | 17 | 0 | 1979 |
| **81.** **Super 8 Motels** Aberdeen, SD<br>Economy motel chain | 2,239 | 24,235 | 1,036 | D | D | 114 | 19 | 0 | 1973 |
| **82.** **Southern Office Furniture Distributors** Greensboro, NC<br>Distr. office furniture | 2,213 | 5,782 | 250 | D | F | 44 | 7 | 0 | 1979 |
| **83.** **Clark Manufacturing** Chino, CA<br>Mfr. plastic products | 2,183 | 9,178 | 402 | D | D | 130 | 20 | 0 | 1977 |
| **84.** **SpeeDee Oil Change & Tune-Up** Kenner, LA<br>Oil change | 2,158 | 2,484 | 110 | D | F | 56 | 6 | 0 | 1980 |
| **85.** **Viking Electric** Santa Clara, CA<br>Electrical contractor | 2,151 | 17,510 | 778 | D | D | 150 | 25 | 0 | 1978 |
| **86.** **Metro Information Services** (111) Virginia Beach, VA<br>Computer consultants | 2,149 | 4,048 | 180 | C | C | 94 | 6 | 0 | 1973 |
| **87.** **Pioneer/Eclipse** (108) Sparta, NC<br>Mfr. floor cleaning equip. | 2,129 | 7,377 | 331 | C | E | 65 | 10 | 0 | 1978 |
| **88.** **Alamo Learning Systems** (55) Walnut Creek, CA<br>Software training systs. | 2,125 | 6,786 | 305 | A | C | 25 | 5 | 1 | 1979 |
| **89.** **Gulf States Mortgage** (95) Atlanta, GA<br>Mortgage banking | 2,101 | 5,878 | 267 | D | B | 106 | 9 | 0 | 1961 |
| **90.** **Creative Web Systems** Inglewood, CA<br>Direct-response printing | 2,095 | 6,606 | 301 | D | F | 48 | 9 | 0 | 1980 |
| **91.** **Staubach** Dallas, TX<br>Commercial real estate | 2,082 | 2,793 | 128 | B | F | 55 | 8 | 0 | 1977 |
| **92.** **Northland Environmental** (41) Burbank, CA<br>Renewable energy | 2,057 | 4,810 | 223 | D | C | 45 | 3 | 0 | 1975 |
| **93.** **ATCOM** (161) Research Triangle Park, NC<br>Mfr. business telephone systems | 2,024 | 3,590 | 169 | C | F | 42 | 5 | 0 | 1979 |
| **94.** **Connecticut Radio Network** (160) Hamden, CT<br>Advertising | 2,015 | 2,771 | 131 | D | F | 20 | 5 | 0 | 1971 |
| **95.** **Artesia Waters** San Antonio, TX<br>Mfr. mineral water | 1,989 | 2,340 | 112 | B | F | 17 | 5 | 0 | 1980 |

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| Company (1984 rank)<br>Business description | Sales growth 1980-84<br>Percent increase | '84 sales ($000) | '80 sales ($000) | Profit range*<br>'84 | '80 | No. of employees<br>'84 | '80 | Acquisitions '80-'84 | Date founded |
|---|---|---|---|---|---|---|---|---|---|
| **96.** **E & A Industries** (191) Indianapolis, IN<br>Mfr. chemicals | 1,975 % | $23,121 | $1,114 | C | C | 110 | 13 | 2 | 1977 |
| **97.** **American Leisure Industries** (32) Lanham, MD<br>Travel company | 1,974 | 6,970 | 336 | D | F | 59 | 20 | 0 | 1978 |
| **98.** **Quality "S" Manufacturing** Phoenix, AZ<br>Mfr. trailer hitches | 1,963 | 2,702 | 131 | A | B | 50 | 5 | 0 | 1977 |
| **99.** **Vanguard Technologies** (66) Fairfax, VA<br>ADP systs. development | 1,938 | 15,587 | 765 | C | C | 314 | 40 | 0 | 1979 |
| **100.** **Magnetech Specialty** Beaumont, TX<br>Specialty industrial equip. | 1,923 | 2,165 | 107 | A | A | 11 | 1 | 0 | 1980 |
| **101.** **Pedus International** (1) Los Angeles, CA<br>Building & security svcs. | 1,919 | 68,994 | 3,417 | D | D | 7,000 | 1,400 | 5 | 1979 |
| **102.** **Systems of the Future** Morristown, NJ<br>Turnkey computer systs. | 1,884 | 2,222 | 112 | F | F | 18 | 5 | 0 | 1979 |
| **103.** **Robec** (10) Montgomeryville, PA<br>Distr. computers | 1,876 | 27,589 | 1,396 | D | D | 45 | 6 | 0 | 1978 |
| **104.** **S-R Premier** Addison, IL<br>Mfr. printing ink | 1,869 | 4,883 | 248 | C | F | 13 | 4 | 0 | 1979 |
| **105.** **Oracle** (61) Menlo Park, CA<br>Data processing | 1,857 | 13,017 | 665 | B | C | 154 | 10 | 2 | 1977 |
| **106.** **Woodsmith Publishing** Des Moines, IA<br>Magazine publisher | 1,843 | 2,254 | 116 | F | F | 18 | 2 | 0 | 1978 |
| **107.** **Computer Communications Specialists** Norcross, GA<br>Data processing | 1,843 | 4,818 | 248 | C | B | 61 | 8 | 0 | 1977 |
| **108.** **Michael Anthony Jewelers** New York, NY<br>Gold jewelry mfr. | 1,823 | 29,996 | 1,560 | B | D | 225 | 60 | 0 | 1977 |
| **109.** **DISC** Indianapolis, IN<br>Services to auto dealers | 1,819 | 6,507 | 339 | C | A | 87 | 6 | 2 | 1976 |
| **110.** **Miami Depot** Hialeah, FL<br>Distressed merchandise resale | 1,799 | 7,579 | 399 | D | C | 135 | 4 | 1 | 1976 |
| **111.** **Diversified Data** Springfield, VA<br>Software development | 1,722 | 4,337 | 238 | D | D | 125 | 8 | 0 | 1980 |
| **112.** **Marcon Marketing Services** New York, NY<br>Marketing svcs. | 1,688 | 3,022 | 169 | C | C | 23 | 5 | 0 | 1979 |
| **113.** **Integrated Systems** Palo Alto, CA<br>Software development | 1,681 | 2,333 | 131 | C | C | 23 | 5 | 0 | 1980 |
| **114.** **Institutional Financing Services** (31) Benicia, CA<br>Mkt. school prods. | 1,674 | 39,679 | 2,237 | B | F | 609 | 8 | 0 | 1979 |
| **115.** **Dot Printer** Irvine, CA<br>Lithographers | 1,656 | 12,820 | 730 | D | F | 95 | 23 | 0 | 1980 |
| **116.** **Southwall Technologies** Palo Alto, CA<br>Mfr. thin film prods. | 1,633 | 6,411 | 370 | F | F | 89 | 20 | 0 | 1979 |
| **117.** **Claremont Financial Services** Boston, MA<br>Real estate development | 1,629 | 26,991 | 1,561 | A | C | 130 | 52 | 0 | 1968 |
| **118.** **DIS** Bellingham, WA<br>Communication network software | 1,609 | 4,341 | 254 | D | F | 105 | 5 | 0 | 1980 |
| **119.** **Northern Lights Computers** Berkeley, CA<br>Distr. computer systems | 1,602 | 6,639 | 390 | E | C | 18 | 2 | 0 | 1980 |
| **120.** **Profile Industries** (217) Pompano Beach, FL<br>Mfr. vertical blind systs. | 1,583 | 8,467 | 503 | D | F | 80 | 35 | 0 | 1978 |
| **121.** **Burdeshaw Associates** Bethesda, MD<br>Industry consultants | 1,562 | 1,961 | 118 | C | A | 16 | 3 | 0 | 1979 |
| **122.** **Flextronics** Newark, CA<br>Mfr. circuit boards | 1,546 | 50,940 | 3,095 | D | D | 1,000 | 250 | 0 | 1969 |
| **123.** **Vanguard Groups International** (137) Houston, TX<br>Real estate development | 1,532 | 19,800 | 1,213 | B | B | 100 | 14 | 1 | 1978 |
| **124.** **Spectrum Computers** Southfield, MI<br>Retail computers | 1,521 | 1,832 | 113 | D | F | 8 | 2 | 0 | 1978 |
| **125.** **Life-Link International** Jackson, WY<br>Sporting goods equip. | 1,480 | 2,023 | 128 | C | F | 28 | 6 | 0 | 1978 |
| **126.** **Western Extrusions** Carrollton, TX<br>Aluminum extrusion | 1,479 | 25,421 | 1,610 | C | F | 222 | 22 | 0 | 1979 |
| **127.** **VR Business Brokers** Needham, MA<br>Business broker | 1,466 | 7,534 | 481 | D | F | 35 | 23 | 0 | 1979 |
| **128.** **Financial Services Group** Greenville, SC<br>Financial planning | 1,465 | 1,612 | 103 | A | A | 21 | 2 | 0 | 1979 |
| **129.** **Mgmt. Employee Group Admin.** (176) Milwaukee, WI<br>Employee benefits admin. | 1,463 | 37,019 | 2,369 | D | D | 110 | 14 | 0 | 1974 |
| **130.** **Century Marketing** Bowling Green, OH<br>Mfr. custom labels | 1,459 | 4,630 | 297 | D | F | 163 | 15 | 0 | 1980 |

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| Company (1984 rank) Business description | Sales growth 1980-84 Percent increase | '84 sales ($000) | '80 sales ($000) | Profit range* '84 | '80 | No. of employees '84 | '80 | Acquisitions '80-'84 | Date founded |
|---|---|---|---|---|---|---|---|---|---|
| **131.** **Executone Communications/CT** East Hartford, CT<br>Telephone installation/svc. | 1,455 % | $4,697 | $302 | D | D | 62 | 5 | 0 | 1980 |
| **132.** **Blagge Enterprises** (207) Rancho Cordova, CA<br>Distr. recording tapes & appliances | 1,453 | 8,276 | 533 | D | D | 10 | 6 | 0 | 1977 |
| **133.** **Nassau-Suffolk Computer** Syosset, NY<br>Computer sales | 1,451 | 13,695 | 883 | D | D | 72 | 8 | 0 | 1978 |
| **134.** **Sigal Companies** (51) Washington, DC<br>General contractor | 1,444 | 37,107 | 2,404 | E | D | 90 | 35 | 0 | 1976 |
| **135.** **ComputerLand of Hawaii** Honolulu, HI<br>Retail computers | 1,436 | 13,913 | 906 | D | D | 65 | 10 | 0 | 1978 |
| **136.** **Consolidated Group** (94) Framingham, MA<br>Employee benefits plans | 1,435 | 29,574 | 1,927 | D | D | 304 | 25 | 1 | 1971 |
| **137.** **U.S. Robotics** (132) Skokie, IL<br>Data communications equip. | 1,430 | 21,597 | 1,412 | D | D | 188 | 5 | 0 | 1976 |
| **138.** **Alloy Computer Products** Framingham, MA<br>Mfr. of computer peripherals | 1,427 | 20,379 | 1,335 | C | B | 102 | 21 | 1 | 1979 |
| **139.** **Stravina** Canoga Park, CA<br>Mfr. stationery | 1,425 | 5,932 | 389 | D | D | 51 | 5 | 0 | 1979 |
| **140.** **R&L Data Systems** Idaho Falls, ID<br>Retail computers | 1,422 | 5,054 | 332 | D | C | 43 | 5 | 0 | 1979 |
| **141.** **Akal Security** Santa Cruz, NM<br>Security svcs. | 1,421 | 1,825 | 120 | D | D | 140 | 8 | 0 | 1980 |
| **142.** **Deerfield Construction** Pittsburgh, PA<br>Residential development | 1,409 | 1,796 | 119 | C | B | 6 | 2 | 0 | 1979 |
| **143.** **Quality Temp** Bloomington, MN<br>Temporary employment agency | 1,407 | 3,527 | 234 | C | F | 11 | 2 | 0 | 1980 |
| **144.** **Solectron** (54) San Jose, CA<br>Mfr. electronic svcs. | 1,401 | 54,051 | 3,600 | D | C | 2,000 | 150 | 0 | 1977 |
| **145.** **Interact** (87) Asheville, NC<br>Distr. computer prods. | 1,398 | 15,162 | 1,012 | F | D | 47 | 30 | 0 | 1978 |
| **146.** **Kronos** Waltham, MA<br>Time accounting systs. | 1,391 | 8,959 | 601 | F | F | 147 | 27 | 0 | 1977 |
| **147.** **Champion Awards** (223) Memphis, TN<br>Trophies & awards | 1,390 | 2,160 | 145 | C | C | 24 | 4 | 1 | 1970 |
| **148.** **Computerized Lodging Systems** Long Beach, CA<br>Reseller computer systs. | 1,388 | 4,880 | 328 | B | F | 21 | 7 | 0 | 1975 |
| **149.** **Computer Options** Minneapolis, MN<br>Sales, leasing IBM computers | 1,381 | 23,692 | 1,600 | D | D | 25 | 2 | 0 | 1980 |
| **150.** **Watkins Manufacturing** Carlsbad, CA<br>Whirlpool spas | 1,379 | 16,805 | 1,136 | C | D | 175 | 34 | 0 | 1977 |
| **151.** **JWI** (110) Holland, MI<br>Mfr. filtration equip. | 1,379 | 10,219 | 691 | C | A | 60 | 3 | 0 | 1977 |
| **152.** **Star Video Entertainment** Jersey City, NJ<br>Distr. videocassettes | 1,371 | 42,641 | 2,898 | D | D | 120 | 9 | 0 | 1979 |
| **153.** **Royal Waterbeds** (56) Ellisville, MO<br>Waterbeds | 1,370 | 6,628 | 451 | C | C | 110 | 20 | 0 | 1977 |
| **154.** **R & E Electronics** (237) Wilmington, NC<br>Communications systs. | 1,369 | 3,687 | 251 | D | B | 62 | 12 | 0 | 1952 |
| **155.** **Petrocomp Systems** Houston, TX<br>Computer prods. & svcs. | 1,359 | 3,107 | 213 | D | A | 57 | 9 | 0 | 1979 |
| **156.** **Hanley-Wood** (206) Washington, DC<br>Magazine publishing | 1,354 | 9,396 | 646 | D | D | 40 | 5 | 3 | 1976 |
| **157.** **Schreiber** Trussville, AL<br>Wastewater treatment equip. | 1,353 | 7,396 | 509 | C | F | 70 | 3 | 0 | 1980 |
| **158.** **CardioData** Northboro, MA<br>Mfr. medical electronics | 1,345 | 2,297 | 159 | D | C | 20 | 3 | 0 | 1971 |
| **159.** **Sunbelt Express** Waco, GA<br>Trucking company | 1,338 | 7,334 | 510 | C | F | 115 | 16 | 0 | 1980 |
| **160.** **Kappler** (88) Guntersville, AL<br>Disposable industrial clothing | 1,336 | 10,370 | 722 | D | D | 150 | 50 | 0 | 1976 |
| **161.** **Great Lakes Micrographic** (117) Kalamazoo, MI<br>Specialty photo films | 1,334 | 7,113 | 496 | C | C | 25 | 8 | 0 | 1977 |
| **162.** **Computer Alliance** (18) Farmington Hills, MI<br>Reseller computer systs. | 1,333 | 11,077 | 773 | D | D | 135 | 35 | 1 | 1979 |
| **163.** **Microsoft** (80) Bellevue, WA<br>Microcomputer software | 1,310 | 97,478 | 6,914 | A | A | 608 | 75 | 0 | 1974 |
| **164.** **Discovery Toys** (53) Pleasant Hill, CA<br>Educational toys | 1,309 | 32,244 | 2,288 | D | D | 150 | 30 | 0 | 1977 |
| **165.** **Dynamark Security Centers** Hagerstown, MD<br>Security equipment | 1,301 | 5,267 | 376 | D | D | 26 | 4 | 1 | 1977 |

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| Company (1984 rank) Business description | Sales growth 1980-84 Percent increase | '84 sales ($000) | '80 sales ($000) | Profit range* '84 | '80 | No. of employees '84 | '80 | Acquisitions '80-'84 | Date founded |
|---|---|---|---|---|---|---|---|---|---|
| **166.** **Engineered Data Environments** Pleasanton, CA<br>Computer svc. | 1,300 % | $9,718 | $694 | D | F | 18 | 4 | 0 | 1980 |
| **167.** **Logistix/Logo** Milpitas, CA<br>Mfr. software | 1,291 | 11,209 | 806 | D | A | 40 | 6 | 0 | 1973 |
| **168.** **Royal Silk** (57) Clifton, NJ<br>Retail silk fashions | 1,279 | 21,650 | 1,570 | D | D | 100 | 20 | 0 | 1978 |
| **169.** **Zenger-Miller** (256) Cupertino, CA<br>Mgmt. training systs. | 1,271 | 14,013 | 1,022 | D | D | 115 | 9 | 0 | 1977 |
| **170.** **Aruvil International** New York City, NY<br>Import steel products | 1,268 | 6,074 | 444 | D | D | 9 | 3 | 0 | 1977 |
| **171.** **Physicians Weight Loss Centers** Akron, OH<br>Weight loss centers | 1,258 | 5,230 | 385 | A | A | 24 | 6 | 0 | 1979 |
| **172.** **Lender's Service** (154) Pittsburgh, PA<br>Real estate appraisals | 1,225 | 26,547 | 2,004 | D | F | 342 | 119 | 0 | 1967 |
| **173.** **Compact Performance** San Ramon, CA<br>Auto parts | 1,224 | 1,496 | 113 | C | F | 5 | 2 | 0 | 1977 |
| **174.** **Paulsel Lumber** (186) Ft. Worth, TX<br>Wholesale lumber | 1,221 | 10,950 | 829 | C | A | 16 | 12 | 0 | 1945 |
| **175.** **Carbide Technologies** (107) Fraser, MI<br>Mfr. carbide prods. | 1,215 | 5,472 | 416 | A | E | 40 | 16 | 0 | 1979 |
| **176.** **Ugly Duckling Rent-A-Car System** (129) Tucson, AZ<br>Car rental | 1,209 | 49,600 | 3,789 | D | D | 24 | 12 | 0 | 1978 |
| **177.** **Wegener Communications** Norcross, GA<br>Audio & data communications | 1,193 | 6,453 | 499 | C | B | 80 | 20 | 0 | 1978 |
| **178.** **Dataprint** Charlotte, NC<br>Retail computer | 1,187 | 2,935 | 228 | D | A | 8 | 3 | 0 | 1978 |
| **179.** **Precision Connector Designs** Winchester, MA<br>Mfr. electronic connectors | 1,186 | 5,465 | 425 | D | F | 130 | 13 | 2 | 1977 |
| **180.** **Elographics** (149) Oak Ridge, TN<br>Mfr. computer peripherals | 1,185 | 4,406 | 343 | A | B | 81 | 12 | 0 | 1971 |
| **181.** **Publications & Communications** (381) Austin, TX<br>Computer publications | 1,168 | 2,422 | 191 | C | A | 33 | 5 | 0 | 1979 |
| **182.** **Advanced Information Management** (49) Boston, MA<br>Computer software & svcs. | 1,153 | 4,134 | 330 | F | F | 114 | 17 | 0 | 1978 |
| **183.** **Zycor** Austin, TX<br>Geologic modeling software | 1,141 | 3,661 | 295 | A | A | 52 | 5 | 0 | 1979 |
| **184.** **Comstock Leasing** San Mateo, CA<br>Equipment leasing | 1,139 | 1,499 | 121 | A | A | 12 | 2 | 1 | 1980 |
| **185.** **Roberts Welding Contractors** (456) Winterville, NC<br>Industrial contractor | 1,136 | 3,869 | 313 | C | C | 107 | 25 | 0 | 1980 |
| **186.** **Baker Communications** (157) Houston, TX<br>Training & development | 1,135 | 3,173 | 257 | A | A | 18 | 3 | 0 | 1979 |
| **187.** **Aim Executive** Toledo, OH<br>Executive recruiter | 1,134 | 2,468 | 200 | A | B | 29 | 18 | 0 | 1977 |
| **188.** **Philip Crosby Associates** Winter Park, FL<br>Management consulting | 1,104 | 20,034 | 1,664 | B | D | 128 | 15 | 0 | 1979 |
| **189.** **Temporary Solutions** Manassas, VA<br>Temporary-employment agency | 1,096 | 1,543 | 129 | D | F | 12 | 2 | 0 | 1980 |
| **190.** **Meridian** (172) Falls Church, VA<br>High-technology consultant | 1,089 | 5,493 | 462 | D | D | 61 | 25 | 1 | 1978 |
| **191.** **Weldon Electronics** (100) Plymouth, MN<br>Retail computers | 1,084 | 25,749 | 2,174 | D | F | 111 | 25 | 0 | 1978 |
| **192.** **Tech Data** Clearwater, FL<br>Distr. computer prods. | 1,082 | 20,608 | 1,744 | D | D | 46 | 13 | 0 | 1974 |
| **193.** **Markdata** (48) Pittston, PA<br>Direct marketing | 1,068 | 11,547 | 989 | B | B | 350 | 50 | 1 | 1977 |
| **194.** **Evergreen Foods** Augusta, GA<br>Packaged juices | 1,066 | 10,434 | 895 | D | F | 58 | 8 | 0 | 1980 |
| **195.** **David Langer** Los Angeles, CA<br>Distr. semiconductors | 1,063 | 8,103 | 697 | D | D | 7 | 6 | 0 | 1968 |
| **196.** **US Signs** Houston, TX<br>Mfr. electronic signs | 1,058 | 2,166 | 187 | D | F | 30 | 3 | 1 | 1980 |
| **197.** **Winters Electric** Juneau, AK<br>Electrical contractor | 1,054 | 2,355 | 204 | D | C | 35 | 5 | 0 | 1979 |
| **198.** **Native Sun Energy Systems** Petaluma, CA<br>Solar heating contractor | 1,054 | 2,388 | 207 | E | E | 50 | 7 | 0 | 1978 |
| **199.** **Infotec Development** (74) Costa Mesa, CA<br>Computer systs. engineering | 1,051 | 7,540 | 655 | C | F | 115 | 14 | 0 | 1978 |
| **200.** **Information Builders** (171) New York, NY<br>Mfr. computer software | 1,049 | 51,334 | 4,469 | A | A | 325 | 58 | 0 | 1975 |

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| Company (1984 rank) Business description | Sales growth 1980-84 Percent increase | '84 sales ($000) | '80 sales ($000) | Profit range* '84 | '80 | No. of employees '84 | '80 | Acquisitions '80-'84 | Date founded |
|---|---|---|---|---|---|---|---|---|---|
| **201.** Weathervane Window (76) Kirkland, WA<br>Mfr. wooden windows | 1,046 % | $4,995 | $436 | D | D | 60 | 10 | 0 | 1979 |
| **202.** Wabash Computer Systems Irvine, CA<br>Retail computers | 1,036 | 25,000 | 2,200 | D | C | 121 | 12 | 2 | 1979 |
| **203.** EM Electronics Yeadon, PA<br>Mfr. cable TV parts | 1,029 | 1,931 | 171 | E | D | 7 | 2 | 0 | 1980 |
| **204.** Databank (156) Phoenix, AZ<br>Retail computers | 1,027 | 19,482 | 1,728 | D | D | 120 | 11 | 0 | 1978 |
| **205.** Glen Ivy Financial Group Corona, CA<br>Real estate development | 1,019 | 8,535 | 763 | C | E | 150 | 30 | 2 | 1975 |
| **206.** Executone of Central Florida (124) Ft. Lauderdale, FL<br>Telephone interconnect | 1,018 | 4,751 | 425 | F | C | 45 | 5 | 0 | 1969 |
| **207.** Pure Indianapolis, IN<br>Industrial maintenance chemicals | 1,017 | 1,184 | 106 | C | F | 19 | 1 | 0 | 1980 |
| **208.** Hall Financial Group (128) Dallas, TX<br>Real estate mgmt. | 1,012 | 76,374 | 6,869 | A | A | 2,150 | 835 | 1 | 1969 |
| **209.** Ram Graphics Alexandria, IN<br>Wholesale shirts & trophies | 1,010 | 2,452 | 221 | D | B | 45 | 12 | 0 | 1976 |
| **210.** Caprice Printing Elk Grove Village, IL<br>Mfr. offset printers | 1,009 | 1,242 | 112 | C | C | 11 | 3 | 0 | 1980 |
| **211.** Darco Printed Circuits Ft. Lauderdale, FL<br>Mfr. wiring boards | 1,007 | 12,513 | 1,130 | B | F | 153 | 102 | 0 | 1980 |
| **212.** Kassouf Parking (44) Cleveland, OH<br>Parking lot mgmt. | 1,007 | 6,508 | 588 | D | C | 95 | 52 | 0 | 1972 |
| **213.** Maxima (98) Bethesda, MD<br>Integrated info. technology svc. | 1,004 | 19,719 | 1,786 | D | C | 365 | 53 | 0 | 1978 |
| **214.** Academic Guidance Services Marlton, NJ<br>Academic consultant | 997 | 1,130 | 103 | A | A | 30 | 5 | 0 | 1975 |
| **215.** Aloette Cosmetics (73) Malvern, PA<br>Direct sale of cosmetics | 996 | 9,577 | 874 | B | D | 23 | 6 | 0 | 1977 |
| **216.** General Health Washington, DC<br>Health care prods. & svc. | 996 | 2,794 | 255 | C | F | 46 | 10 | 0 | 1979 |
| **217.** Moss Brown (89) Alexandria, VA<br>Total fitness catalog | 995 | 8,543 | 780 | F | D | 63 | 12 | 0 | 1977 |
| **218.** Schlott Realtors (278) Fair Lawn, NJ<br>Real estate | 993 | 17,142 | 1,568 | D | F | 180 | 40 | 10 | 1971 |
| **219.** Whitebirch Breezy Point, MN<br>Real estate & timesharing | 993 | 15,305 | 1,400 | C | F | 490 | 180 | 1 | 1974 |
| **220.** TABS Associates (242) Baltimore, MD<br>Presort mail svc. | 992 | 5,919 | 542 | D | D | 532 | 232 | 2 | 1977 |
| **221.** T H Hill Associates Houston, TX<br>Petroleum industry consultant | 991 | 2,738 | 251 | C | C | 52 | 10 | 0 | 1980 |
| **222.** World Leasing Ridgewood, NJ<br>Computer equipment leasing | 990 | 18,373 | 1,685 | B | D | 13 | 3 | 0 | 1976 |
| **223.** Commonwealth Mortgage Company (75) Boston, MA<br>Mortgage banking | 989 | 19,050 | 1,750 | D | D | 275 | 40 | 0 | 1961 |
| **224.** Ettwein Construction Bethlehem, PA<br>Construction | 985 | 11,016 | 1,015 | D | E | 30 | 10 | 0 | 1978 |
| **225.** Miller Medical Service (210) Waterloo, IA<br>Medical equip. & supplies | 982 | 4,427 | 409 | C | A | 57 | 4 | 0 | 1978 |
| **226.** Quality Electronic Associates Sunnyvale, CA<br>Mfr. electronic prods. | 982 | 1,288 | 119 | C | D | 115 | 19 | 0 | 1978 |
| **227.** SAS Institute (169) Cary, NC<br>Distr. computer software | 982 | 52,612 | 4,864 | A | A | 454 | 58 | 0 | 1976 |
| **228.** Systems Research and Applications (60) Arlington, VA<br>Systems analysis | 970 | 8,831 | 825 | D | C | 147 | 25 | 0 | 1978 |
| **229.** Technicomp Publishing Cleveland, OH<br>Technical training progs. | 961 | 1,082 | 102 | D | D | 8 | 4 | 0 | 1979 |
| **230.** Summa Four (225) Manchester, NH<br>Mfr. telecommunications equip. | 961 | 8,113 | 765 | C | F | 102 | 18 | 0 | 1976 |
| **231.** Merrill (321) St. Paul, MN<br>Computerized typesetting | 954 | 24,974 | 2,369 | D | D | 264 | 60 | 1 | 1968 |
| **232.** Prime Resources (193) Stamford, CT<br>Specialty advertising prods. | 954 | 2,887 | 274 | C | E | 51 | 11 | 1 | 1978 |
| **233.** Paneltronics Marine Industries Hialeah, FL<br>Mfr. electrical panels | 953 | 1,379 | 131 | D | D | 18 | 6 | 0 | 1979 |
| **234.** John Cooper Enterprises Valle Crucis, NC<br>General merchandise | 950 | 1,480 | 141 | C | F | 13 | 4 | 0 | 1980 |
| **235.** One Hour Delivery Service Dallas, TX<br>Delivery service | 949 | 1,678 | 160 | C | C | 64 | 9 | 0 | 1980 |

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|---|---|---|---|---|---|---|---|---|---|
| **236.** Technology Constructor (422) Denver, CO<br>General contractor | 947 % | $1,769 | $169 | F | B | 40 | 15 | 0 | 1978 |
| **237.** ABO Mabank, TX<br>Mfr. wood trusses | 945 | 10,372 | 993 | D | C | 170 | 30 | 0 | 1978 |
| **238.** Harper Buzinec Carreno Architects (120) Miami, FL<br>General architecture | 941 | 1,644 | 158 | B | C | 40 | 5 | 0 | 1979 |
| **239.** Testa Communications (170) Carle Place, NY<br>Magazine publisher | 939 | 3,055 | 294 | D | F | 21 | 6 | 1 | 1979 |
| **240.** Heurikon (166) Madison, WI<br>Mfr. microcomputer boards | 926 | 6,353 | 619 | D | C | 55 | 21 | 0 | 1972 |
| **241.** HSC Engineering (104) Towson, MD<br>Construction engineer. & design | 921 | 8,371 | 820 | B | A | 112 | 23 | 0 | 1976 |
| **242.** Ohio Electronics Engravers Dayton, OH<br>Mfr. electronic engravers | 914 | 1,886 | 186 | B | F | 25 | 6 | 0 | 1978 |
| **243.** Perfect Courier (47) New York, NY<br>Courier service | 914 | 14,621 | 1,442 | C | D | 500 | 150 | 3 | 1979 |
| **244.** Daron Packaging Group Glen Cove, NY<br>Flexible packaging | 914 | 1,024 | 101 | C | A | 6 | 2 | 0 | 1979 |
| **245.** Dorothy's Ruffled Originals Wilmington, NC<br>Curtain retail, mfr. | 910 | 8,786 | 870 | D | C | 181 | 29 | 0 | 1976 |
| **246.** Perspectives Lexington, KY<br>Retail paint & wallcoverings | 910 | 1,262 | 125 | D | F | 8 | 2 | 0 | 1980 |
| **247.** American List Counsel (46) Princeton, NJ<br>Direct marketing | 906 | 14,422 | 1,434 | D | E | 32 | 11 | 1 | 1978 |
| **248.** Godick Philadelphia, PA<br>Certified public accountants | 906 | 1,609 | 160 | A | C | 31 | 5 | 0 | 1980 |
| **249.** Pro-File Systems Conshohocken, PA<br>Filing systs. | 905 | 1,126 | 112 | E | E | 10 | 3 | 0 | 1979 |
| **250.** California Sealing Devices Van Nuys, CA<br>Distr. seals & gaskets | 901 | 1,211 | 121 | D | E | 9 | 3 | 0 | 1979 |
| **251.** Techne Electronics (347) Palo Alto, CA<br>Mfr. vehicle security systs. | 900 | 2,200 | 220 | D | F | 39 | 4 | 0 | 1975 |
| **252.** Newpro Woburn, MA<br>Distr. windows & doors | 894 | 13,464 | 1,354 | D | D | 113 | 3 | 0 | 1980 |
| **253.** Administrative Information Systs. (99) Bridgewater, NJ<br>Medical software & hardware systs. | 894 | 2,048 | 206 | F | F | 31 | 5 | 0 | 1977 |
| **254.** BMC St. Charles, IL<br>Mfr. fiberglass molding | 892 | 8,493 | 856 | C | D | 25 | 8 | 0 | 1978 |
| **255.** Label America Stone Mountain, GA<br>Label printing | 891 | 2,061 | 208 | D | F | 18 | 10 | 0 | 1980 |
| **256.** S.J. Electro Systems (269) Detroit Lakes, MN<br>Mfr. alarm systs. | 889 | 1,533 | 155 | B | B | 22 | 4 | 0 | 1975 |
| **257.** Western Pacific Data Systems San Diego, CA<br>Industrial software | 888 | 4,396 | 445 | D | F | 19 | 5 | 0 | 1979 |
| **258.** Executone Telecommun. (PA) (197) Reading, PA<br>Telephone sales | 884 | 3,465 | 352 | F | F | 66 | 9 | 0 | 1945 |
| **259.** American Cablesystems Beverly, MA<br>Operator of cable TV systs. | 880 | 40,466 | 4,128 | F | F | 525 | 49 | 5 | 1978 |
| **260.** Gemini Research (65) Fremont, CA<br>Mfr. epitaxial reactors | 876 | 27,224 | 2,788 | B | B | 140 | 15 | 0 | 1979 |
| **261.** Yantis (340) San Antonio, TX<br>Highway contractor | 874 | 11,784 | 1,210 | C | A | 107 | 43 | 0 | 1975 |
| **262.** J.J. Grundy (34) Ottowa, IL<br>Windows, door, energy-saving prods. | 872 | 14,943 | 1,537 | D | B | 330 | 90 | 1 | 1979 |
| **263.** Q.E.P. West Nyack, NY<br>Mfr. ceramic tile tools | 872 | 1,409 | 145 | D | F | 6 | 2 | 0 | 1979 |
| **264.** Foreign Candy Hull, IA<br>Imports candies | 871 | 3,690 | 380 | C | F | 71 | 6 | 0 | 1978 |
| **265.** Citibag New York, NY<br>Mfr. plastic bags | 866 | 1,333 | 138 | C | D | 14 | 4 | 0 | 1980 |
| **266.** Comanche Contractors Houston, TX<br>General contractor | 865 | 4,343 | 450 | D | D | 11 | 3 | 0 | 1979 |
| **267.** Office Systems (182) Charlotte, NC<br>Computer sales | 863 | 5,202 | 540 | D | D | 38 | 5 | 0 | 1978 |
| **268.** Honolulu Premium Products (151) Honolulu, HI<br>Mfr. jewelry | 863 | 3,109 | 323 | A | A | 24 | 20 | 0 | 1979 |
| **269.** Sage Systems (284) Rockville, MD<br>Computer software | 860 | 13,042 | 1,358 | B | D | 134 | 40 | 3 | 1973 |
| **270.** Somerset Printing Burlingame, CA<br>Commercial printing | 857 | 1,292 | 135 | C | B | 17 | 2 | 2 | 1969 |

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|---|---|---|---|---|---|---|---|---|---|
| **271.** Chrishawn Associates Bradenton, FL<br>Mfr. framed art prods. | 856 % | $1,004 | $105 | C | E | 26 | 2 | 0 | 1979 |
| **272.** Star & Crescent Herbs Sacramento, CA<br>Mfr. spices & botanicals | 855 | 1,490 | 156 | D | B | 10 | 4 | 0 | 1975 |
| **273.** Systems Management American Norfolk, VA<br>Computer systems integrator | 851 | 51,648 | 5,431 | D | E | 436 | 366 | 0 | 1970 |
| **274.** LaBrec Financial Group Nashville, TN<br>Financial svc. | 845 | 954 | 101 | A | C | 8 | 5 | 0 | 1976 |
| **275.** Compendium Systems (253) New York City, NY<br>Magazine publisher | 839 | 12,400 | 1,320 | A | A | 28 | 13 | 0 | 1978 |
| **276.** Metrocall of Delaware (254) Alexandria, VA<br>Mobile phone svc. | 838 | 13,092 | 1,395 | F | A | 105 | 8 | 4 | 1969 |
| **277.** Slautterback Sand City, CA<br>Mfr. sealant equip. | 836 | 5,599 | 598 | C | F | 56 | 15 | 0 | 1979 |
| **278.** A-1 Textiles Chatsworth, CA<br>Wholesaler, retailer of linen | 835 | 1,477 | 158 | D | E | 4 | 2 | 0 | 1980 |
| **279.** McBroom Pool Products Virginia Beach, VA<br>Retail pool supplies | 831 | 2,869 | 308 | D | D | 45 | 5 | 0 | 1980 |
| **280.** Toucan Business Forms Hyattsville, MD<br>Mfr. business forms | 825 | 1,721 | 186 | C | C | 8 | 2 | 0 | 1980 |
| **281.** Electronic Design & Sales Danville, VA<br>Mfr. power supplies | 824 | 2,772 | 300 | A | A | 61 | 21 | 0 | 1976 |
| **282.** Rachel's Brownies Malvern, PA<br>Wholesale bakery | 823 | 1,754 | 190 | D | B | 21 | 4 | 0 | 1979 |
| **283.** Robbins Communications Pittsburgh, PA<br>Communications installation | 822 | 1,954 | 212 | B | A | 65 | 12 | 0 | 1978 |
| **284.** Patten Stamford, VT<br>Real estate development | 821 | 18,549 | 2,014 | C | C | 93 | 13 | 0 | 1968 |
| **285.** Image Stream (202) Los Angeles, CA<br>Event marketing | 819 | 3,695 | 402 | C | B | 24 | 7 | 0 | 1978 |
| **286.** Runco Video Foster City, CA<br>Mfr. projection TVs | 817 | 1,082 | 118 | F | F | 16 | 2 | 0 | 1980 |
| **287.** Sunbelt Distributors (203) Houston, TX<br>Distr. frozen food | 815 | 8,751 | 956 | D | D | 41 | 8 | 0 | 1977 |
| **288.** Virginia Textiles (187) Richmond, VA<br>Retail sportswear | 814 | 11,299 | 1,236 | D | D | 70 | 9 | 3 | 1976 |
| **289.** Label Graphics (155) Portland, OR<br>Mfr. labels | 814 | 2,613 | 286 | C | B | 39 | 3 | 0 | 1979 |
| **290.** Hamilton Projects New York City, NY<br>Merchandising representative | 810 | 2,430 | 267 | D | D | 10 | 3 | 0 | 1972 |
| **291.** ZZYZZX Technologies (266) Houston,TX<br>General contractor | 809 | 36,042 | 3,963 | E | F | 250 | 75 | 0 | 197 |
| **292.** Alliance Research (44) Chatsworth, CA<br>Supplier of electronic parts | 809 | 7,532 | 829 | A | A | 35 | 4 | 0 | 1978 |
| **293.** Garey Construction (404) Austin, TX<br>General contractor | 806 | 13,031 | 1,438 | C | C | 80 | 30 | 0 | 1977 |
| **294.** Lawrenceville Press Lawrenceville, NJ<br>Computer programming texts | 806 | 942 | 104 | C | C | 3 | 1 | 0 | 1980 |
| **295.** Slotline Golf (339) Huntington Beach, CA<br>Mfr. golf clubs | 803 | 3,108 | 344 | D | F | 37 | 6 | 0 | 1975 |
| **296.** Pro Audio General Store Ocala, FL<br>Retail audio & recording equip. | 803 | 1,635 | 181 | D | F | 6 | 2 | 0 | 1979 |
| **297.** Peter Piper Pizza (181) Phoenix, AZ<br>Pizza restaurants | 802 | 31,286 | 3,468 | C | B | 100 | 40 | 2 | 1973 |
| **298.** Starmark (328) Chicago, IL<br>Advertising & marketing | 799 | 7,842 | 872 | D | B | 26 | 6 | 0 | 1978 |
| **299.** Renaissance Printing (70) Detroit, MI<br>Financial printing | 795 | 6,614 | 739 | F | D | 120 | 30 | 0 | 1977 |
| **300.** American Plumbing Partsmaster Baldwin Park, CA<br>Wholesale plumbing parts | 792 | 946 | 106 | C | C | 5 | 2 | 0 | 1980 |
| **301.** CIT Construction Inc. of Texas Stafford, TX<br>Commercial contractor | 789 | 4,000 | 450 | B | B | 15 | 5 | 0 | 1980 |
| **302.** Hawaiian Pacific Elevator (133) Honolulu, HI<br>Elevator contractor | 787 | 3,709 | 418 | D | D | 37 | 20 | 0 | 1977 |
| **303.** Fastec Industrial (28) Elkhart, IN<br>Distr. fasteners | 786 | 13,694 | 1,545 | D | D | 69 | 9 | 2 | 1979 |
| **304.** Centrac (134) Seattle, WA<br>Construction consulting | 783 | 2,083 | 236 | C | D | 66 | 9 | 0 | 1978 |
| **305.** Computerland of Bergen County (373) Paramus, NJ<br>Computer sales | 782 | 2,691 | 305 | E | E | 10 | 6 | 0 | 1978 |

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|---|---|---|---|---|---|---|---|---|---|
| **306.** Sinclair International Portland, OR<br>Financial consulting | 781% | $1,569 | $178 | B | F | 4 | 2 | 2 | 1971 |
| **307.** Weingart Fort Wayne, IN<br>Mfr. testing machines | 776 | 6,256 | 714 | B | F | 145 | 16 | 0 | 1971 |
| **308.** PNS (412) Racine, WI<br>Packing & shipping locations | 774 | 2,954 | 338 | D | F | 6 | 4 | 0 | 1976 |
| **309.** Jet Blast Baltimore, MD<br>Industrial cleaning svc. | 773 | 2,472 | 283 | D | B | 60 | 15 | 0 | 1979 |
| **310.** Stop 'N Shop Hays, KS<br>Convenience stores | 773 | 25,443 | 2,915 | D | D | 346 | 22 | 9 | 1976 |
| **311.** Great Western Leasing Salt Lake City, UT<br>Truck leasing | 772 | 3,986 | 457 | A | E | 26 | 4 | 0 | 1978 |
| **312.** Checks To-Go El Cajon, CA<br>Distr. business forms | 771 | 2,830 | 325 | F | F | 60 | 5 | 0 | 1978 |
| **313.** Proforma (346) Cleveland, OH<br>Distr. business forms | 765 | 3,314 | 383 | D | B | 18 | 4 | 1 | 1978 |
| **314.** National Instruments Austin, TX<br>Mfr. computer interface equip. | 762 | 5,088 | 590 | B | D | 60 | 14 | 0 | 1976 |
| **315.** Carl Beavers Construction (147) Searcy, AR<br>Residential construction | 761 | 1,575 | 183 | C | B | 7 | 2 | 0 | 1978 |
| **316.** Jarvis Manufacturing Scotts Valley, CA<br>Mfr. burn-in systs. | 757 | 1,877 | 219 | C | C | 24 | 1 | 0 | 1980 |
| **317.** Gartner Group (163) Stamford, CT<br>Technology information svcs. | 756 | 14,108 | 1,648 | D | F | 140 | 26 | 0 | 1979 |
| **318.** Swintec (294) East Rutherford, NJ<br>Mfr. electronic office prods. | 755 | 28,291 | 3,307 | D | D | 39 | 12 | 0 | 1978 |
| **319.** Calibrake Independence, MO<br>Mfr. disc brakes | 751 | 1,540 | 181 | D | D | 35 | 6 | 0 | 1979 |
| **320.** Drug Emporium (430) Worthington, OH<br>Discount drugstore | 748 | 79,658 | 9,392 | D | D | 148 | 40 | 1 | 1977 |
| **321.** Robelle Industries (311) Foxboro, MA<br>Retail recreational prods. | 746 | 16,816 | 1,987 | D | D | 125 | 8 | 5 | 1976 |
| **322.** Omega Concord, CA<br>Security & control systs. | 741 | 2,272 | 270 | D | D | 20 | 10 | 0 | 1973 |
| **323.** Bohle Los Angeles, CA<br>Public relations | 741 | 1,774 | 211 | C | A | 29 | 6 | 0 | 1979 |
| **324.** Brougher International (158) Greenwood, IN<br>Insurance underwriting | 741 | 13,819 | 1,644 | D | F | 125 | 60 | 0 | 1972 |
| **325.** Video Service of America Lincoln, NB<br>Distr. videotape & equip. | 733 | 2,100 | 252 | C | E | 8 | 2 | 0 | 1976 |
| **326.** General Communications (255) Denver, CO<br>Magazine publisher | 731 | 2,527 | 304 | C | D | 38 | 10 | 5 | 1978 |
| **327.** Tessco (71) Georgetown, TX<br>Electronics mfr. | 724 | 14,280 | 1,734 | E | D | 342 | 117 | 1 | 1977 |
| **328.** Viar (222) Alexandria, VA<br>Mgmt. svcs. & software | 723 | 11,939 | 1,450 | C | C | 76 | 36 | 0 | 1976 |
| **329.** R&B Automotive (230) Huntingdon Valley, PA<br>Mfr. automotive prods. | 723 | 12,077 | 1,468 | D | D | 140 | 65 | 0 | 1978 |
| **330.** Dalcon International Nashville, TN<br>Computer sales | 717 | 1,977 | 242 | D | B | 29 | 3 | 0 | 1978 |
| **331.** Jet-Ster (103) Rochester, WA<br>Spa mfr. | 714 | 2,981 | 366 | B | F | 33 | 17 | 2 | 1977 |
| **332.** Culver Personnel Agency San Diego, CA<br>Professional placement | 714 | 863 | 106 | D | D | 33 | 5 | 0 | 1979 |
| **333.** National Computer Print (445) Birmingham, AL<br>Mfr. loan payment books | 713 | 18,484 | 2,273 | A | C | 190 | 60 | 1 | 1974 |
| **334.** ESCA Bellevue, WA<br>Software development | 711 | 7,114 | 877 | D | F | 85 | 20 | 0 | 1978 |
| **335.** Psicor (313) Brighton, MI<br>Medical svcs. | 711 | 13,546 | 1,670 | D | C | 123 | 23 | 0 | 1968 |
| **336.** TVX Broadcast Group Virginia Beach, VA<br>Operates commercial TV | 710 | 15,475 | 1,910 | F | F | 185 | 75 | 3 | 1977 |
| **337.** Comfab Addison, IL<br>Mfr. telephone equip. | 704 | 6,730 | 837 | D | D | 131 | 10 | 0 | 1974 |
| **338.** Booth Organization (342) Rockville, MD<br>Building maintenance | 703 | 3,701 | 461 | C | A | 397 | 118 | 0 | 1977 |
| **339.** Heritage Insurance Associates (372) Lancaster, PA<br>Insurance broker | 703 | 1,140 | 142 | D | C | 4 | 2 | 0 | 1979 |
| **340.** Help-U-Sell Mission Viejo, CA<br>Real estate counseling | 703 | 859 | 107 | D | D | 3 | 2 | 0 | 1977 |

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|---|---|---|---|---|---|---|---|---|---|
| **341.** Creel Morrell (327) Houston, TX<br>Turnkey graphic design | 700 % | $1,640 | $205 | C | D | 26 | 6 | 0 | 1979 |
| **342.** Western Medical Specialties San Bernardino, CA<br>Home health care prods. | 700 | 6,535 | 817 | D | C | 37 | 4 | 0 | 1979 |
| **343.** American Agrisurance (479) Council Bluffs, IA<br>Crop insurance | 698 | 35,900 | 4,500 | D | D | 75 | 6 | 0 | 1977 |
| **344.** Operations Control Systems Palo Alto, CA<br>Software sales & svc. | 698 | 1,699 | 213 | A | A | 30 | 5 | 0 | 1976 |
| **345.** Cormed (334) Medina, NY<br>Mfr. home care prods. | 694 | 4,661 | 587 | D | B | 25 | 5 | 0 | 1976 |
| **346.** McDonald Equipment (285) Willoughby, OH<br>Distr. engine-generator sets | 693 | 34,300 | 4,326 | D | D | 61 | 43 | 1 | 1968 |
| **347.** Campmor (335) Paramus, NJ<br>Mail-order catalog | 692 | 10,300 | 1,300 | D | D | 65 | 15 | 0 | 1978 |
| **348.** Mariposa Press (92) Benicia, CA<br>Printing | 692 | 11,416 | 1,442 | F | F | 104 | 10 | 0 | 1979 |
| **349.** Productive Computer Systems Chicago, IL<br>Business computer systs. | 690 | 1,177 | 149 | B | D | 9 | 1 | 0 | 1980 |
| **350.** Microware Distributors (7) Aloha, OR<br>Distr. microcomputers | 688 | 15,361 | 1,950 | D | D | 32 | 8 | 0 | 1979 |
| **351.** Megas Manufacturing (322) Cleveland, OH<br>Mfr. health & beauty aid prods. | 688 | 13,351 | 1,695 | C | C | 125 | 40 | 1 | 1976 |
| **352.** Industrial Photographic Supply Bellaire, TX<br>Industrial darkroom supplies | 686 | 1,666 | 212 | C | D | 5 | 2 | 0 | 1980 |
| **353.** Microfilm Service Seattle, WA<br>Microfilming svcs. & equip. | 685 | 3,768 | 480 | C | C | 98 | 25 | 2 | 1956 |
| **354.** Comp-u-Staff Towson, MD<br>Computer consultants | 684 | 11,421 | 1,457 | D | D | 225 | 33 | 2 | 1978 |
| **355.** Executone Telecommunications (FL) Jacksonville, FL<br>Sales & svc. telephone syst. | 683 | 1,925 | 246 | C | F | 24 | 5 | 0 | 1980 |
| **356.** Fashion Care Atlanta, GA<br>Dry cleaning stores | 679 | 3,575 | 459 | C | B | 113 | 15 | 2 | 1974 |
| **357.** Comsel (136) Vienna, VA<br>Distr. computer peripherals | 678 | 4,748 | 610 | C | A | 14 | 3 | 0 | 1978 |
| **358.** Northwest Gears Everett, WA<br>Mfr. aerospace gears | 676 | 1,467 | 189 | C | B | 16 | 3 | 0 | 1979 |
| **359.** MDR Cartage Jonesboro, AR<br>Irregular route common carrier | 675 | 12,218 | 1,577 | D | D | 166 | 50 | 0 | 1979 |
| **360.** Brad Cable Electronics (377) Schenectady, NY<br>Mfr. cable TV converters | 670 | 6,949 | 902 | B | C | 236 | 35 | 0 | 1976 |
| **361.** Environmental Marketing Group (420) Boca Raton, FL<br>Environmental prods. & svcs. | 669 | 4,459 | 580 | D | B | 23 | 4 | 0 | 1977 |
| **362.** Barry Blau & Partners Fairfield, CT<br>Direct marketing | 667 | 17,980 | 2,343 | A | A | 73 | 5 | 0 | 1978 |
| **363.** Sandberg Industries Irvine, CA<br>Mfr. electronic prods. | 664 | 4,569 | 598 | D | B | 95 | 23 | 1 | 1980 |
| **364.** Conquest Associates (219) Tarzana, CA<br>Electronics search firm | 664 | 2,092 | 274 | F | C | 34 | 12 | 0 | 1979 |
| **365.** Integral Systems (495) Walnut Creek, CA<br>Human resources software prods. | 663 | 14,037 | 1,839 | D | E | 150 | 50 | 0 | 1972 |
| **366.** Cabinet Door Morgan Hill, CA<br>Mfr. cabinet doors | 661 | 5,005 | 658 | C | D | 82 | 12 | 0 | 1966 |
| **367.** Bonnecaze, McLeroy & Harrison Dallas, TX<br>Software development | 656 | 1,021 | 135 | C | C | 8 | 4 | 0 | 1980 |
| **368.** Thacker Jewelry (67) Roaring Springs, TX<br>Retail jewelry | 651 | 3,349 | 446 | D | C | 39 | 3 | 0 | 1979 |
| **369.** TravelCenter (315) Anchorage, AK<br>Travel agency | 650 | 115,294 | 15,371 | D | D | 370 | 48 | 2 | 1946 |
| **370.** Omega World Travel Falls Church, VA<br>Travel agency | 649 | 4,796 | 640 | D | E | 150 | 25 | 0 | 1972 |
| **371.** Allen & Associates Membership Develop. Houston, TX<br>Developer of membership programs | 649 | 3,207 | 428 | D | D | 9 | 2 | 0 | 1979 |
| **372.** Gila Medical Services (418) Claypool, AZ<br>Medical services | 649 | 2,862 | 382 | C | C | 26 | 10 | 0 | 1959 |
| **373.** Record Exchange of Roanoke Greensboro, NC<br>Retail records | 646 | 806 | 108 | D | B | 25 | 8 | 0 | 1979 |
| **374.** Baker Installations (293) Pittsburgh, PA<br>Cable installation | 637 | 4,174 | 566 | D | B | 120 | 29 | 0 | 1976 |
| **375.** Corby Industries (131) Allentown, PA<br>Mfr. digital access key | 636 | 2,061 | 280 | D | D | 13 | 12 | 0 | 1975 |

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|---|---|---|---|---|---|---|---|---|---|
| **376.** **Marketing Communications** (238) Lenexa, KS<br>Direct-mail advertising | 636% | $13,242 | $1,800 | C | C | 100 | 33 | 0 | 1969 |
| **377.** **Vanguard Plastics** (362) McPherson, KS<br>Plastic piping systs. | 635 | 11,214 | 1,525 | D | F | 72 | 21 | 0 | 1977 |
| **378.** **Florida Restaurants** Winter Park, FL<br>Restaurants | 632 | 4,640 | 634 | D | F | 150 | 25 | 1 | 1979 |
| **379.** **Nutrition Management Services** Wayne, PA<br>Food services | 630 | 2,789 | 382 | D | D | 107 | 25 | 0 | 1979 |
| **380.** **R. L. Drake** Miamisburg, OH<br>Mfr. satellite communications equip. | 629 | 69,355 | 9,519 | A | C | 476 | 222 | 0 | 1942 |
| **381.** **Dupey Management** Irving, TX<br>Retail art supplies | 628 | 54,691 | 7,514 | D | D | 290 | 50 | 0 | 1977 |
| **382.** **V.I.P. Structures** Syracuse, NY<br>General contractor | 627 | 10,621 | 1,461 | D | D | 100 | 20 | 0 | 1975 |
| **383.** **Morino Associates** Vienna, VA<br>Mainframe computer software | 624 | 12,457 | 1,721 | B | C | 100 | 17 | 0 | 1973 |
| **384.** **ZBS Industries** Mayfield Village, OH<br>Distr. videos | 624 | 38,242 | 5,285 | D | D | 70 | 12 | 0 | 1979 |
| **385.** **Kippgroup** Ontario, CA<br>Mfr. plastic injection molds | 623 | 3,332 | 461 | A | A | 35 | 7 | 0 | 1976 |
| **386.** **UAI Technology** (268) Research Triangle Park, NC<br>Cash management svcs. | 623 | 3,967 | 549 | C | B | 37 | 5 | 1 | 1978 |
| **387.** **ETM Electromatic** (343) Palo Alto, CA<br>Mfr. power supplies | 621 | 3,672 | 537 | D | C | 78 | 17 | 0 | 1973 |
| **388.** **Lost Arrow** (438) Ventura, CA<br>Mfr. outdoor clothing & equip. | 618 | 22,449 | 3,125 | D | D | 170 | 55 | 0 | 1959 |
| **389.** **Fortis Fortis Advertising** Chicago, IL<br>Advertising agency | 616 | 1,367 | 191 | C | F | 26 | 5 | 0 | 1980 |
| **390.** **International Search Consultants** Euclid, OH<br>Executive search firm | 614 | 1,729 | 242 | D | C | 30 | 9 | 0 | 1979 |
| **391.** **Family Music Center of Dallas** Dallas, TX<br>Retail pianos & organs | 614 | 2,692 | 377 | D | D | 23 | 4 | 0 | 1980 |
| **392.** **Central Data** (122) Champaign, IL<br>Mfr. computer board prods. | 611 | 6,284 | 884 | C | B | 55 | 16 | 1 | 1977 |
| **393.** **Micro Industries** (250) Westerville, OH<br>Engineering svcs. | 610 | 3,601 | 507 | F | B | 34 | 25 | 0 | 1979 |
| **394.** **Homefinders Rentals** (164) Berkeley, CA<br>Rental housing svcs. | 610 | 2,150 | 303 | B | D | 24 | 8 | 0 | 1970 |
| **395.** **Electra Form** Vandalia, OH<br>Mfr. injection tooling | 609 | 10,202 | 1,438 | D | D | 115 | 45 | 0 | 1979 |
| **396.** **Consumer Products Associates** (310) Chatsworth, CA<br>Mfr. beauty aids | 609 | 4,713 | 665 | D | B | 105 | 16 | 1 | 1973 |
| **397.** **Sinbad Sweets** (235) Clovis, CA<br>Wholesale bakery | 607 | 1,513 | 214 | D | B | 20 | 8 | 0 | 1978 |
| **398.** **John J. King Provisions** Bohemia, NY<br>Food prod. distr. | 607 | 7,554 | 1,069 | D | D | 20 | 5 | 0 | 1976 |
| **399.** **West Insulation Systems** LaGrange, OH<br>Foam insulation | 607 | 1,406 | 199 | D | C | 16 | 4 | 0 | 1979 |
| **400.** **Sharper Image** (289) San Francisco, CA<br>Specialty catalog | 606 | 85,598 | 12,126 | E | E | 250 | 30 | 0 | 1977 |
| **401.** **Argosy Electronics** (16) Edina, MN<br>Mfr. hearing aids | 605 | 8,989 | 1,275 | C | C | 89 | 19 | 0 | 1979 |
| **402.** **Flame Control Coatings** Niagara Falls, NY<br>Mfr. fire retardant paints | 605 | 1,395 | 198 | C | B | 9 | 2 | 0 | 1976 |
| **403.** **Williams Generics** Memphis, TN<br>Distr. generic pharmaceuticals | 601 | 8,855 | 1,264 | A | A | 40 | 5 | 0 | 1970 |
| **404.** **FKM Copier Products** (179) Irvine, CA<br>Retail copying equip. | 598 | 5,990 | 858 | D | C | 50 | 17 | 1 | 1979 |
| **405.** **Setpoint** (366) Houston, TX<br>Computer control applications | 597 | 10,207 | 1,465 | C | C | 108 | 46 | 0 | 1977 |
| **406.** **Tiresias** Orangeburg, SC<br>Mfr. pine flooring | 592 | 747 | 108 | D | F | 10 | 3 | 0 | 1979 |
| **407.** **R.J. Marshall** (228) Detroit, MI<br>Industrial processing | 588 | 5,673 | 825 | D | D | 18 | 2 | 0 | 1979 |
| **408.** **American Television Systems** Twinsburg, OH<br>Entertainment systs. svc. | 588 | 2,482 | 361 | D | C | 28 | 9 | 0 | 1972 |
| **409.** **Matarazzo Design** Concord, NH<br>Landscape architecture | 580 | 1,211 | 178 | C | B | 20 | 3 | 0 | 1976 |
| **410.** **Hill International** (159) Willingboro, NJ<br>Management consultants | 580 | 30,600 | 4,500 | C | D | 340 | 100 | 2 | 1976 |

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|---|---|---|---|---|---|---|---|---|---|
| **411.** Himar Sales Beverly Hills, CA<br>Mfr. luggage | 578% | $6,941 | $1,023 | C | D | 9 | 3 | 0 | 1955 |
| **412.** Fiesta Salons Columbus, OH<br>Hair & tanning salons | 577 | 12,706 | 1,878 | D | C | 914 | 212 | 0 | 1974 |
| **413.** GPA Technical Consultants (500) Cincinnati, OH<br>Engineering consulting | 576 | 14,867 | 2,199 | C | D | 285 | 70 | 1 | 1979 |
| **414.** Enconi (5) San Jose, CA<br>Mfr. peripherals | 575 | 16,280 | 2,412 | D | B | 39 | 20 | 0 | 1979 |
| **415.** Atlantic Data Services Quincy, MA<br>Software services | 574 | 1,725 | 256 | B | D | 35 | 4 | 0 | 1980 |
| **416.** C.J.P. Development Cranbury, NJ<br>Residential siding | 573 | 2,753 | 409 | E | E | 90 | 15 | 0 | 1972 |
| **417.** SCIPAR (356) Buffalo, NY<br>Computer R&D | 572 | 3,837 | 571 | C | C | 39 | 11 | 0 | 1975 |
| **418.** International Resources Group Setauket, NY<br>Natural resource consultant | 566 | 3,145 | 472 | D | C | 45 | 6 | 0 | 1978 |
| **419.** Northeast Business Computers Warwick, RI<br>Business computer systs. | 566 | 2,057 | 309 | D | D | 8 | 3 | 0 | 1977 |
| **420.** Creative Business Systems San Diego, CA<br>Mfr. business forms | 565 | 2,115 | 318 | E | F | 30 | 12 | 0 | 1978 |
| **421.** MacAulay-Brown Fairborn, OH<br>Aerospace R&D | 565 | 1,882 | 283 | C | B | 30 | 8 | 0 | 1979 |
| **422.** Tele America Northbrook, IL<br>Telemarketing | 564 | 976 | 147 | B | E | 8 | 2 | 0 | 1980 |
| **423.** David W. Buker Antioch, IL<br>Management consultants | 564 | 896 | 135 | A | A | 4 | 2 | 0 | 1979 |
| **424.** William M. Hansen Associates Miami, FL<br>Catering svc. | 560 | 1,550 | 235 | B | A | 25 | 15 | 0 | 1980 |
| **425.** Resource Consultants (195) Vienna, VA<br>Industrial consultants | 559 | 7,694 | 1,167 | D | D | 148 | 41 | 0 | 1979 |
| **426.** Goal Systems International (329) Columbus, OH<br>Software development | 556 | 13,547 | 2,065 | A | E | 79 | 28 | 0 | 1975 |
| **427.** CPA Services Milwaukee, WI<br>Publisher | 555 | 662 | 101 | C | F | 6 | 1 | 0 | 1979 |
| **428.** North American Finan. Svcs. (299) St. Petersburg, FL<br>Computer consultants | 555 | 10,809 | 1,651 | D | D | 166 | 35 | 3 | 1976 |
| **429.** Advanced Computer Graphics Milwaukee, WI<br>Service bureau for computer graphics | 555 | 2,245 | 343 | D | C | 45 | 5 | 0 | 1978 |
| **430.** American Technical Services Group (247) Tucker, GA<br>Design control systs. | 553 | 43,197 | 6,620 | D | D | 560 | 150 | 1 | 1975 |
| **431.** Economy Restaurant Equipment (229) Orlando, FL<br>Retail restaurant equip. | 552 | 1,383 | 212 | C | C | 13 | 1 | 0 | 1979 |
| **432.** Corinthian Communications New York, NY<br>Media buying | 550 | 78,000 | 12,000 | D | D | 18 | 8 | 0 | 1976 |
| **433.** Bill Rodgers (29) Weymouth, MA<br>Mfr. running clothing | 549 | 8,508 | 1,311 | D | D | 20 | 8 | 0 | 1978 |
| **434.** Diversified Systems (200) Indianapolis, IN<br>Engineering svcs. | 545 | 3,542 | 549 | C* | B* | 60 | 20 | 0 | 1973 |
| **435.** N. Chasen & Son (213) Richmond, VA<br>Retail office furniture | 543 | 13,238 | 2,059 | D | D | 91 | 43 | 0 | 1914 |
| **436.** Brooks International (436) Miami, FL<br>Delivery | 541 | 10,112 | 1,577 | D | D | 250 | 210 | 1 | 1972 |
| **437.** D.O. Thompson (139) Hendersonville, NC<br>Homebuilder | 541 | 8,359 | 1,304 | D | D | 64 | 79 | 0 | 1979 |
| **438.** Cheyenne Services Houston, TX<br>Oilfields svcs. | 539 | 4,447 | 696 | D | C | 47 | 19 | 0 | 1980 |
| **439.** Emergency Power Engineering Costa Mesa, CA<br>Computer power supply equip. | 538 | 28,202 | 4,423 | C | C | 300 | 50 | 0 | 1971 |
| **440.** Analysis and Measurement Services Knoxville, TN<br>Engineering consulting | 537 | 669 | 105 | D | C | 6 | 3 | 0 | 1977 |
| **441.** Endless Vacation Systems (389) Indianapolis, IN<br>Travel svc. | 532 | 22,850 | 3,613 | D | F | 416 | 105 | 0 | 1974 |
| **442.** Local Data Torrance, CA<br>Mfr. protocol converters | 532 | 8,049 | 1,274 | C | D | 104 | 13 | 0 | 1978 |
| **443.** J.R. Retrofit Fredericksburg, VA<br>Mfr. pallet nailing systs. | 531 | 1,307 | 207 | E | F | 20 | 4 | 1 | 1980 |
| **444.** Coated Papers Elgin, IL<br>Mfr. carbon paper | 531 | 4,714 | 747 | D | C | 27 | 5 | 0 | 1979 |
| **445.** Central Petroleum Transport Sioux City, IA<br>Common carrier | 530 | 958 | 152 | D | C | 2 | 1 | 0 | 1960 |

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|---|---|---|---|---|---|---|---|---|---|
| **446.** **Edd Helms** (167) Miami, FL<br>Electrical contracting | 529% | $16,091 | $2,558 | F | C | 250 | 50 | 2 | 1975 |
| **447.** **Tek-Aids Industries** (396) Arlington Heights, IL<br>Distr. microcomputer prods. | 525 | 24,071 | 3,852 | E | E | 74 | 26 | 1 | 1974 |
| **448.** **Holm Industries** (91) Scottsburg, IN<br>Mfr. vinyl & magnetic extrusions | 525 | 10,102 | 1,617 | D | F | 229 | 109 | 0 | 1978 |
| **449.** **Alarmtronics Security Systems** Tampa, FL<br>Security svcs. | 522 | 622 | 100 | D | F | 13 | 5 | 0 | 1979 |
| **450.** **Comsearch** (431) Reston, VA<br>Telecommunications engineering | 521 | 9,117 | 1,468 | B | A | 100 | 24 | 0 | 1977 |
| **451.** **Texas Drug Reps** (301) San Antonio, TX<br>Distr. generic pharmaceuticals | 518 | 4,856 | 786 | F | D | 19 | 12 | 0 | 1976 |
| **452.** **Amplicon** (305) Santa Ana, CA<br>Computer leasing | 515 | 34,840 | 5,669 | C | C | 28 | 11 | 0 | 1977 |
| **453.** **Associated Packaging** (390) Goodlettsville, TN<br>Distr. packaging equipment | 513 | 9,280 | 1,514 | D | D | 30 | 8 | 0 | 1977 |
| **454.** **Dataman Group** Atlanta, GA<br>Information mgmt. | 512 | 2,149 | 351 | A | E | 25 | 3 | 0 | 1980 |
| **455.** **Vocational Training Center** (258) St. Louis, MO<br>Vocational school | 511 | 3,383 | 554 | C | D | 150 | 50 | 0 | 1961 |
| **456.** **RT/Katek Communications** (146) East Orange, NJ<br>Cable TV services | 510 | 20,080 | 3,294 | D | C | 385 | 50 | 3 | 1972 |
| **457.** **Eterna-Line** (398) Boise, ID<br>Specialty contracting | 507 | 2,824 | 465 | C | D | 12 | 5 | 0 | 1971 |
| **458.** **International Recruiting Systems** Van Nuys, CA<br>High-tech employment svcs. | 507 | 1,013 | 167 | D | D | 18 | 5 | 0 | 1973 |
| **459.** **Donnybrook Building Supply** Fairbanks, AK<br>Retail building materials | 506 | 13,194 | 2,177 | D | D | 90 | 20 | 1 | 1975 |
| **460.** **RAIL** (211) Towson, MD<br>Technical svcs. | 504 | 13,678 | 2,263 | D | D | 170 | 35 | 0 | 1970 |
| **461.** **American Passage Marketing** (403) Seattle, WA<br>Direct marketing | 504 | 10,451 | 1,731 | C | D | 142 | 42 | 0 | 1976 |
| **462.** **Waterbeds Plus** Oshkosh, WI<br>Mfr. waterbeds | 503 | 1,291 | 214 | C | F | 20 | 3 | 0 | 1979 |
| **463.** **Mandex** Washington, DC<br>Telecommunications engineering | 502 | 7,941 | 1,319 | D | D | 160 | 40 | 1 | 1974 |
| **464.** **National Buying Service** Salem, VA<br>Retail appliances | 501 | 7,523 | 1,251 | D | D | 23 | 6 | 0 | 1975 |
| **465.** **Great Atlantic Spa Supply** (282) Virginia Beach, VA<br>Retail spa supplies | 501 | 1,814 | 302 | D | D | 17 | 5 | 0 | 1978 |
| **466.** **Teletronic Services** Cuyahoga Heights, OH<br>Distr. telephone systs. | 500 | 3,842 | 640 | D | C | 46 | 7 | 3 | 1979 |
| **467.** **Lawson Associates** (360) Minneapolis, MN<br>Accounting software | 500 | 7,742 | 1,290 | D | D | 160 | 38 | 1 | 1975 |
| **468.** **Comp-Fast** (188) Hudson, NH<br>Distr. electronic components | 500 | 12,608 | 2,102 | D | D | 56 | 14 | 1 | 1977 |
| **469.** **Pacific Envelope** (371) Anaheim, CA<br>Mfr. envelopes | 499 | 6,372 | 1,064 | D | C | 61 | 12 | 1 | 1959 |
| **470.** **Guardian Protection Services** Coraopolis, PA<br>Security & fire systs. | 498 | 1,082 | 181 | D | D | 18 | 4 | 0 | 1962 |
| **471.** **Dimensional Management** (267) Avenel, NJ<br>Dental care centers | 494 | 22,002 | 3,702 | C | C | 600 | 150 | 8 | 1976 |
| **472.** **Computer Maintenance** (446) East Rutherford, NJ<br>Computer svc. & repair | 494 | 6,144 | 1,034 | D | D | 61 | 32 | 1 | 1977 |
| **473.** **Associated Images** (440) Minneapolis, MN<br>Media design & promotion | 494 | 1,241 | 209 | C | D | 13 | 5 | 0 | 1976 |
| **474.** **J-E-S-P** East Brunswick, NJ<br>Micrographics | 493 | 676 | 114 | C | A | 17 | 8 | 0 | 1976 |
| **475.** **Rehler Vaughn Beaty & Koone** San Antonio, TX<br>Architects | 491 | 2,990 | 506 | B | C | 57 | 16 | 0 | 1971 |
| **476.** **CTEC** (375) Sacramento, CA<br>Mfr. ski chairlifts | 489 | 6,649 | 1,129 | D | D | 148 | 24 | 0 | 1976 |
| **477.** **Daly and Wolcott** Warwick, RI<br>Data processing | 486 | 1,008 | 172 | C | A | 19 | 7 | 0 | 1979 |
| **478.** **NonPublic Educational Services** Bethesda, MD<br>Educational svcs. | 486 | 1,775 | 303 | D | D | 63 | 22 | 0 | 1978 |
| **479.** **Support Systems Intl. (CA)** (264) Richmond, CA<br>Mfr. data cables | 485 | 3,859 | 660 | D | A | 110 | 21 | 0 | 1976 |
| **480.** **Underwriters Financial of Florida** Miami, FL<br>Finance company | 485 | 2,058 | 352 | A | F | 3 | 17 | 0 | 1968 |

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|---|---|---|---|---|---|---|---|---|---|
| **481.** **Miller Oil** (469) Norfolk, VA<br>Distr. petroleum | 484 % | $46,600 | $7,983 | D | D | 92 | 38 | 4 | 1977 |
| **482.** **Intertec Components** (407) Longwood, FL<br>Distr. electronic components | 483 | 3,398 | 583 | F | E | 22 | 12 | 1 | 1976 |
| **483.** **Hinkle Metals & Supply** Birmingham, AL<br>Distr. sheet metal | 479 | 19,109 | 3,299 | D | F | 50 | 20 | 2 | 1980 |
| **484.** **Inductor Supply** Huntington Beach, CA<br>Distr. electronic components | 479 | 5,414 | 935 | D | D | 33 | 5 | 0 | 1979 |
| **485.** **Specialty Insurance Underwriters** Miami, FL<br>Insurance agency | 478 | 2,059 | 356 | A | F | 69 | 59 | 0 | 1962 |
| **486.** **Sharp Hartwig** Seattle, WA<br>Marketing svcs. | 477 | 1,223 | 212 | D | C | 30 | 7 | 0 | 1979 |
| **487.** **Gordon S. Black** (453) Rochester, NY<br>Market research | 476 | 2,179 | 378 | F | D | 33 | 13 | 0 | 1975 |
| **488.** **Contact Communications** Elmont, NY<br>Radio paging | 474 | 752 | 131 | D | D | 15 | 2 | 0 | 1980 |
| **489.** **JBM Electronics** (358) Hazelwood, MO<br>Mfr. electronic commun. equip. | 473 | 2,316 | 404 | B | C | 61 | 17 | 1 | 1975 |
| **490.** **Eastern Waste Industries** Annapolis, MD<br>Waste removal | 470 | 17,590 | 3,085 | C | C | 275 | 80 | 5 | 1978 |
| **491.** **Comark** (205) Glendale Heights, IL<br>Distr. computer hardware | 470 | 6,916 | 1,213 | D | E | 44 | 16 | 0 | 1977 |
| **492.** **Tool King** (162) Denver, CO<br>Specialty retailer | 469 | 7,220 | 1,268 | D | E | 50 | 12 | 0 | 1978 |
| **493.** **Cal-Pac Roofing** (45) Anaheim, CA<br>Roofing contractor | 469 | 14,650 | 2,576 | D | F | 180 | 65 | 0 | 1978 |
| **494.** **Electro Mechanical Design** (326) Gaithersburg, MD<br>Mfr. magnetometers | 469 | 2,320 | 408 | F | A | 73 | 16 | 0 | 1975 |
| **495.** **Miller Business Systems** Arlington, TX<br>Distr. office supplies & equip. | 467 | 30,003 | 5,289 | D | D | 195 | 66 | 1 | 1967 |
| **496.** **Environ. Resources Mgmt.** (416) West Chester, PA<br>Environmental consulting | 467 | 14,174 | 2,499 | C | C | 144 | 30 | 0 | 1977 |
| **497.** **Lufran** (439) Macadonia, OH<br>Mfr. semiconductor prod. equip. | 467 | 3,265 | 576 | D | C | 54 | 20 | 0 | 1974 |
| **498.** **Telco Research** (478) Nashville, TN<br>Telecommunications software | 466 | 5,447 | 963 | C | D | 67 | 21 | 0 | 1977 |
| **499.** **Meyco Industries** San Francisco, CA<br>Mfr. brass gifts | 465 | 1,673 | 296 | B | B | 34 | 9 | 1 | 1973 |
| **500.** **Phoenix Adver., Design & Promotion** Elm Grove, WI<br>Advertising & marketing | 464 | 666 | 118 | D | A | 5 | 4 | 0 | 1979 |

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## HOW THE INC. 500 WERE SELECTED

The 1985 INC. 500 is the fourth annual ranking of the 500 fastest-growing privately held smaller companies in the United States. To be considered for the INC. 500, each company had to meet the following qualifications:

1. The company is an independent, privately held corporation, proprietorship, or partnership.

2. It has a sales history of at least five years. Companies founded after 1980 are disqualified.

3. Sales in 1980 were at least $100,000 but less than $25 million.

4. The company's 1984 sales exceeded its 1983 sales. Companies showing growth in the five-year period, but a sales decline in 1984 were excluded.

While these criteria are relatively simple, the task of identifying the 500 finalists is complex, because of the number of companies involved and because the project depends on information that is generally regarded as confidential.

INC.'s research relies on several sources: INC. readers and in-house records, as well as business groups, trade associations, and professional-service firms that were alerted to the magazine's search for high-growth companies.

Advertisements and business reply cards inserted in the May and June issues of INC. invited readers to nominate candidates for the INC. 500. Beginning in May, qualification forms were sent to company executives.

From the responses, companies whose sales had at least quadrupled in the past five years were identified and ranked by percentage increase in sales.

Information about these companies as well as companies on last year's list was then verified through signed statements from company officers, support material from outside professional services, and telephone interviews with executives of each company.

*This published information is the only material* INC. *will make available.*

The list of INC. 500 companies was compiled by assistant research editor Sara Baer-Sinnott and interns Betsy Maddock, Margaret Chute, and Janet Tiampo. Additional assistance was provided by interns Ellen Bayer and Tanya Tabachnikoff.

*INC. estimate. A: 16% or more. B: 11% to 15%. C: 6% to 10%. D: 1% to 5%. E: Breakeven. †: Loss.